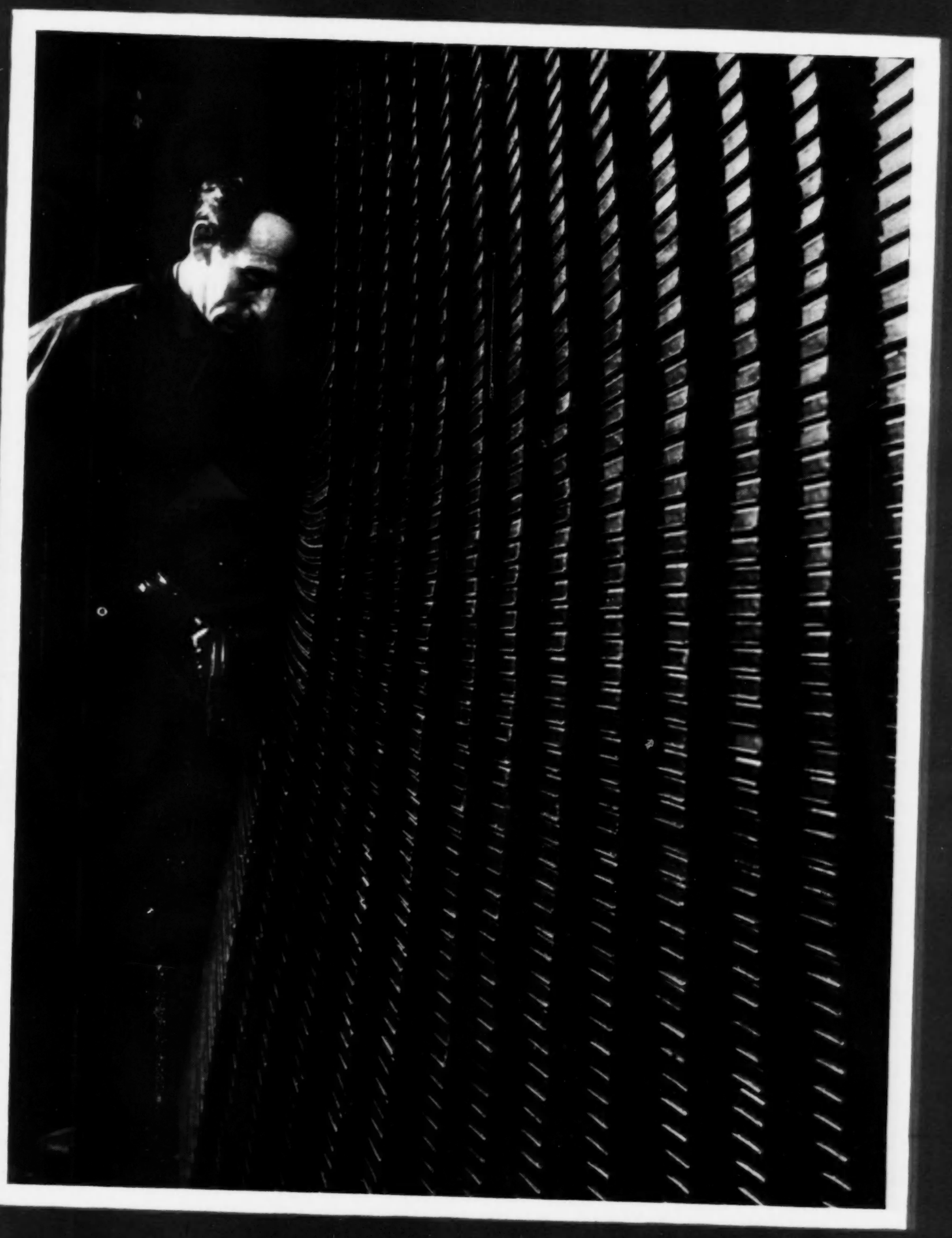
Board of Trade Journal

MAR 1
GEOLOGICAL READING ROOM

Volume 188, No. 3541 Published by Her Majesty's Stationery Office 29 January 1965



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Board of Trade Journal

VOLUME 188, NO. 3541, PAGES, 193-252
29 JANUARY 1965
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £4 12*s.* 6*d.*

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Front cover photograph

Car window frames fabricated from cold-rolled chrome steel sections by Metal Sections Ltd., of Oldbury, a T.I. company. The frames, for the curved glass side windows of Zephyr and Zodiac cars, are among over 350 different items produced from cold-rolled sections supplied to Ford alone. Deliveries of trim and structural sections to the whole of the motor industry sometimes approach half a million components a week and account for an impressive quantity of indirect exports.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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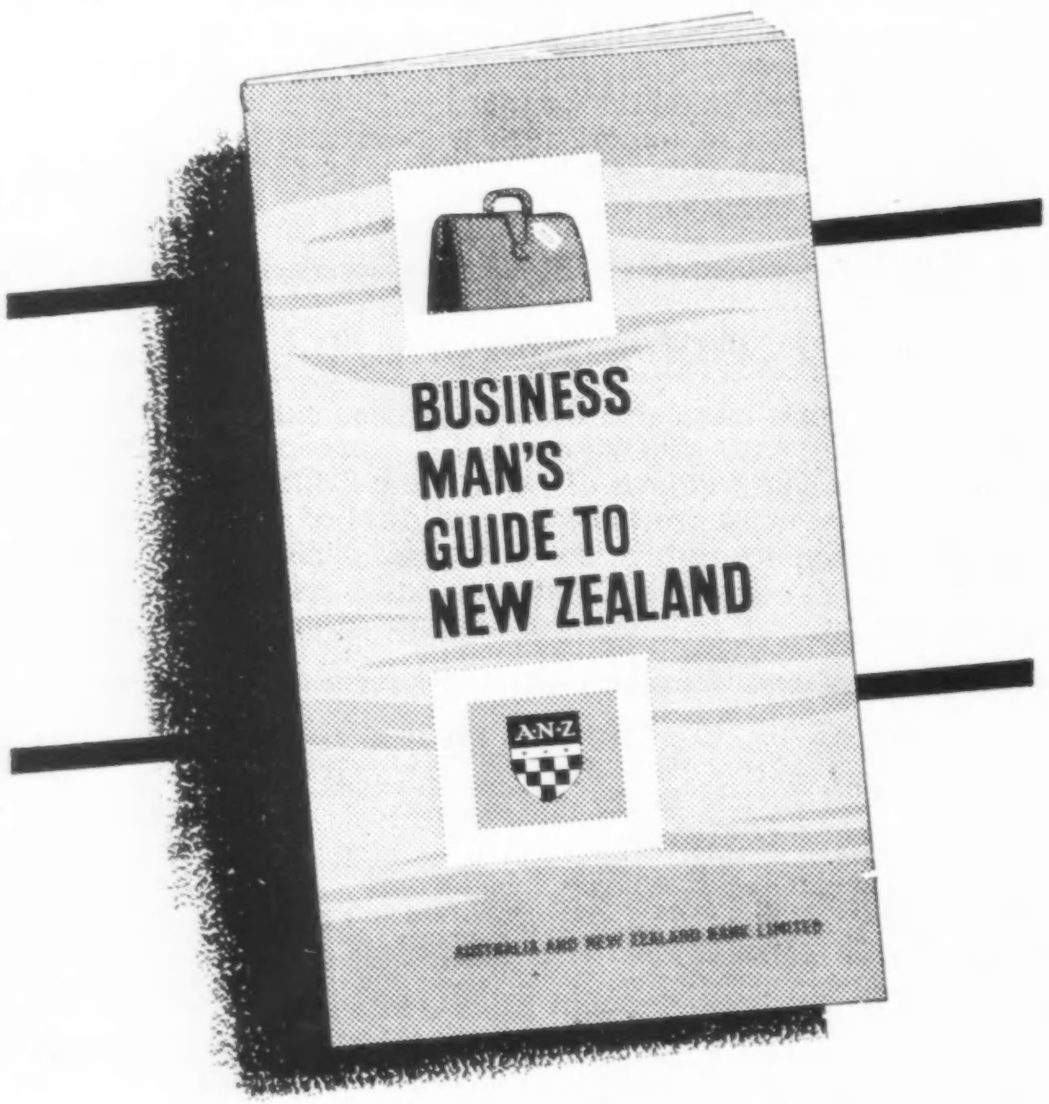

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HM GOVERNMENT'S SERVICES FOR EXPORTERS—III

The role of the regional offices

BY A. E. ASH, DEPUTY REGIONAL CONTROLLER, BOARD OF TRADE, MIDLAND REGION

The first article in this series (published in the *Board of Trade Journal* on January 1) dealt with the unification of the official overseas services and was followed (on January 15) by an article on the facilities in Export Services Branch. Subsequent articles will outline the work of the Export Credits Guarantee Department and the Central Office of Information, together with contributions by representative commercial officers overseas.

THE PRECEDING ARTICLE outlined the facilities available in the Export Services Branch of the Board of Trade and of its world-wide sources of information whereby up-to-the-minute data about a country, its economic situation and factors affecting its imports can be made available to the exporter in this country. But not every exporter or would-be exporter can maintain close contact with the Export Services Branch in London. The Board has therefore a network of Regional Offices with Export Sections staffed by keen knowledgeable officers whose function is to provide a more personal local service to industry and commerce. These officers can offer not only all the various export services described in the previous article but, by personal identification with a businessman's problems, may save him time and sometimes just provide the final inducement to encourage him to start exporting.

A letter recently received in Export Services Branch read as follows: 'Can you please tell me how to export?' Clearly it would have been unsatisfactory to have dealt with this by correspondence, so the letter was sent to the appropriate Regional Office. Although such a plea was hardly one to inspire an Export Officer with the hope that the country's balance of payments problems were about to be solved, it provided an opening. In this case, as in all similar cases, an Export Officer called upon the inquirer to find out about the product involved, to explain the service that the Board could offer and to suggest possible ways of entering the export field. Export Officers generally deal with a limited range of commodities and, through frequent contact with both large and small firms, build up an extensive knowledge about their products and of the countries where potential markets are likely to exist.

One of the most positive ways of assisting a potential exporter is to establish whether or not there is a market abroad for his product and, if so, to effect an introduction to a suitable outlet, whether it be a commission agent, distributor, retailer or a local manufacturer. The advantages of personal discussion with a Regional Officer are first, that he can learn enough about the firm and its products to advise upon the right method of approach and, secondly, to ensure that the potential exporter understands fully all that will be required of him in embarking upon export business; for example, by providing samples, price lists, quoted in the appropriate currency, fob and cif, and suitable literature where possible in the language of the country in which sales are expected to be made. These points are very important. All too frequently a manufacturer, with a good product, writes directly abroad, either to the British Commercial representative or to local importers, but fails to present the selling points attractively. It is essential to ascertain in advance the buying practices before an approach is made to the market. A discussion with the Regional Office in the first place can resolve these points and save wasted time and effort.

The Export Officer may often be dealing with one of two extremes, both engendered by an insufficient knowledge of what is involved; on the one hand, there is the enthusiast whose confidence in his product is such that he wants immediately agents all over the world and, on the other, a newcomer to exports who has to be coaxed to try one market. In the first instance it is necessary

Mr. F. C. Peet, Export Administration Manager, Raleigh Industries Ltd., with Mr. K. W. Kelley, Second Secretary and HM Vice-Consul Brazzaville, and Mr. J. T. Hornby, Export Officer, from the Midland Regional Office with the new Raleigh automatic moped.

to explain that, assuming the seller's confidence is justified, substantial demand from a number of countries might easily overstrain his production capacity leading to failure to deliver the goods, and creating an unfortunate impression abroad of the exporter himself and of British exporters generally. Usually it is better to confine initial attempts to one or two markets at a time if the potential exporter is to have any prospect of making successful headway.

While the appointment of selling agents abroad often appears to be the obvious way to proceed, it is not always desirable or necessarily the best way to break into a market, particularly for a small firm with a specialized range of consumer products. It may well be better to approach wholesale houses or importers, or the London buying houses of firms abroad. The Regional Export Officer can often advise on this point, and can furnish, either from information already available or by reference to our Commercial Officers, lists of firms who can be approached.

In other cases it may be preferable to use the services of a British Export House, and the Regional Export Officer can make the necessary introduction. In the Midland Region, for example, a panel of the local branch of the British Export Houses Association meets regularly to interview exporters for whom it is considered the services of an Export House are appropriate and this undoubtedly serves a very useful purpose, as the members of the panel can decide the type of Export House most suitable, or even advise the intending exporter of other methods which may achieve his ends.

Yet another alternative, where the overseas market is closed or restricted because of currency difficulties or to protect local industry, is the possibility of manufacture under licence, the setting up of a subsidiary or some form of joint venture with a local firm. While not so attractive financially as direct export, it may ensure to the British manufacturer some share of a market which might otherwise be lost to him. Here again the Regional Offices can initiate action with the object of recommending the most suitable course to take and providing the names of possible contacts.

The Export Officer will spare no pains to help to achieve a satisfactory result even in what seem to be unpromising circumstances. For example, a Regional Office was asked to find export outlets for a machine designed to take dents out of sporting gun barrels. The possibilities seemed slight, but inquiries were made in a number of selected areas abroad, and business has now resulted from the United States.

The Regional Offices, however, do not just wait to be asked for help. They maintain up-to-date records of all manufacturing firms and make contact by way of visits either to follow up cases where help has been given previously, or to offer the Board's services to firms who are not yet using them. Increasingly, however, they are resorting to a more selective approach, by bringing to the notice of appropriate firms opportunities which are notified by the overseas Commercial Officers, and published in the *Export Service Bulletin* or the *Board of Trade Journal*. For example, *the Export Service Bulletin* recently published supplements containing market reports on opportunities in Italy and Australia for a selected number of commodities. The Regional Offices were able, from their records, to circulate the supplements to appropriate firms in their Regions and to offer the Board's services to those who wished to investigate the possibilities.

Inquiries are frequently received through our Commercial Officers abroad, for sources of supply of a particular commodity. This may be accompanied by a sample of the article which the foreign buyer requires – it may be a small metal fastener, a plastics gadget, a piece of lace or curtain net. Armed with this, the Export Officers can usually identify from their records the firms specializing in the particular commodity, and calls are made upon a number of them to endeavour to interest them in the inquiry. And it is surprising how helpful firms are in this connection. Some will recognize a sample as being a product of another firm and generally do not hesitate to put the Export Officer on the right track. These inquiries often result in overseas business accruing to firms who are willing to take the trouble to follow up the inquiry energetically. Again, foreign representatives and buyers will come to this country looking for the particular products in which they are interested. In these cases the Regional Office will arrange a programme and accompany the foreign buyer on his visit to suitable firms. In recent months in the Midland Region, for example, buyers have been received from Spain, Canada, Australia and Malta, for steel rolls, steel strip handling machines, costume jewellery, chrome tableware, fancy articles, riding habits, pewter tankards, and in all cases definite orders have been placed.

An even more selective approach is involved in the special exercises when a number of overseas Commercial Officers are brought home for an intensive tour of the United Kingdom. The first was in 1962 and covered the Middle East territories. The most recent was staged in the autumn of 1963, when six Commercial Officers from the United States toured the Regions and, through the Regional Offices, individually interviewed about 1,000 firms interested in exporting or increasing their exports to the United States and Canada. Subsequent inquiry has revealed that for 14 per cent of firms interviewed, worthwhile results have already been or are likely to be achieved, and in a further 35 per cent of cases there is a possibility of business.

In April and May 1965, six Trade Commissioners from Australia will similarly be touring the country. Following the publication in an *Export Service Bulletin* supplement on December 7, 1964, of market surveys on the export possibilities of twelve industries, the Regional Offices have already invited some hundreds of firms to see these Trade Commissioners for discussion on the reports, and will shortly be arranging the interviews. To ensure that the fullest use is made of the time available, the Regional Offices are preparing for the use of the Trade Commissioners' notes on the firms who have accepted the invitation; the briefs will assist the Overseas Officers to compile the information which the firm is most likely to need. A supplement on 'Trading with Australia' will also be published in the *Board of Trade Journal* in February.

These special tours in respect of particular markets and commodities cannot, of course, be arranged very frequently, but there is a continual stream of individual Overseas Officers returning to this country for 'duty' tours. Notice of their availability is published regularly in the *Board of Trade Journal*,* thus enabling individual firms or commercial bodies, such as Chambers of Commerce, to make bids for their time. Close co-operation is generally maintained by the Regional Offices with the local Chambers of Commerce, many of which will arrange a detailed programme of interviews with firms who wish to discuss conditions and market prospects in the country in which the Overseas Officer is serving. In other cases Regional Export Officers will escort the Overseas Officers to factories in the Region, so that they may see at first hand the products of particular firms and be able to talk more authoritatively about them when they return to their posts.

In conclusion, may I say that the Regional Offices are anxious to assist any firm which needs advice or help in its export efforts. They may not always be successful, but at least they are anxious to try. I know that firms who use the services of the Regional Offices often establish very useful relationships with individual officers and I am frequently reading letters addressed to our Export Officers on the following lines: 'You will be glad to know that we have now appointed an agent in X. Thank you for all the assistance you gave us. We shall be glad to see you again when you are next in the neighbourhood.' This is not uncommon, but we are still anxious to do more, particularly for those firms who have not used Government services to any extent before.

A list of addresses of Regional Offices is given on page 251 of this issue.

*See page 203 of this issue.

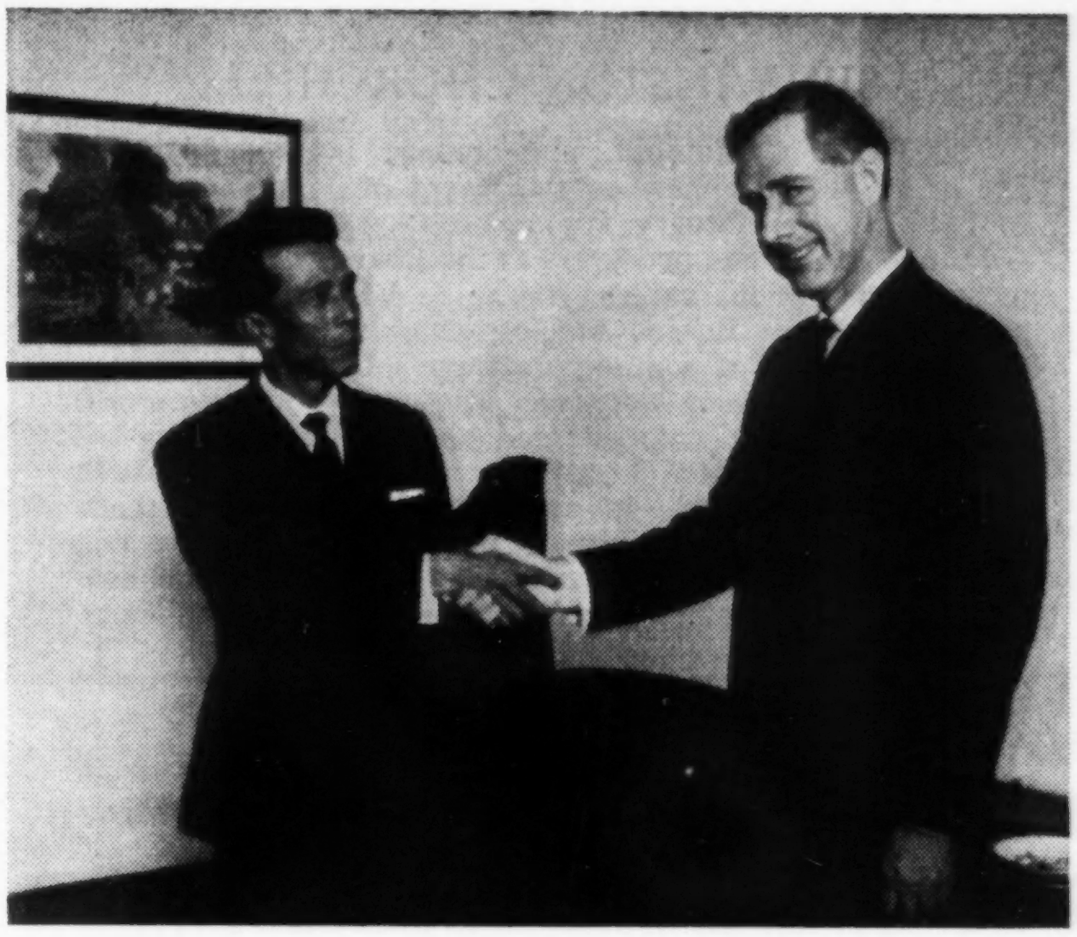
OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

LETTERS OF APPRECIATION

How overseas services can help exporters

'... we have always found the British Embassies and Consular service abroad to be of the greatest help to us in obtaining information and assisting in all sorts of way the promotion of our export business.' This is part of a typical letter expressing appreciation for the help given by home or overseas offices in furthering export business. A selection from other letters appears below.



Mr. J. O. Lloyd, C.B.E. (right), British Consul-General, Osaka, presenting a special piece of British-made worsted cloth to Mr. Yoshiro Kamii, president of the Scott Woollen Co. of Osaka. The cloth was made by Learoyd Brothers and Co. of Huddersfield, from a bale of super-fine wool bought at a world record price in Australia; the wool is so fine as to be almost like silk. Learoyd have presented pieces of the cloth to a dozen prize-winning firms throughout the world as the result of a ballot in Huddersfield.

NEW YORK

Many thanks for your letter. ——— did write to us and we replied to them on September 10. Theirs was a very nice and encouraging letter and I am hopeful that they will be interested in our reply and that some business will result.

Hori Ballard Ltd., Liverpool 3

CHICAGO AND NEW YORK

I have recently returned from my trip to Canada and the United States where I made contact with your people in Chicago and also in New York.

They were of great assistance to me in putting forward various interested people who might be able to give us a start with the sale of our presses. I was very impressed with the interest they took in the possible uses for our equipment, and they went to considerable trouble to see that my time was well spent in making appointments for me with machinery merchants and others who could be interested.

Finlay Engineering Ltd., Newport, Mon.

FRANKFURT AND BRUSSELS

I have just returned from my Continental visit and I would like to express my thanks not only to your organization, but also to the Commercial Officers in the Consulate at Frankfurt and the Embassy in Brussels. These people were most helpful and informative concerning our particular side of business affairs.

From our efforts in contacting stockists in advance in their own language and with illustrated booklets, we have now established retail outlets in Italy, France, Belgium and Switzerland. We are hoping that there will also be satisfactory business with Germany.

Charles Horrell Shoes Limited, Rushden, Northants.

KAMPALA

We acknowledge receipt of your letter dated 12th instant, and thank you for all your most helpful information and for the import figures of fertilizers into Uganda for 1962 and 1963.

Your prompt attention to this matter is very much appreciated.

*Minsal Limited, London, E.C.*3.

Further to your letter dated April 7, 1964, I should like to express my thanks for the information contained therein. This has been of very great help to us.

*Editor, 'Food Processing and Packaging,' London, S.W.*11.

We would take this opportunity of expressing our very best thanks for the courtesy, co-operation and assistance shown to our Mr. D. Ramaty during his visit to the country in which you operate.

It is indeed pleasing for us to know that those who represent us overseas are doing such an excellent job. Mr. Ramaty impressed us very much with his reports regarding the excellent reception he received at your hands, and could not talk too highly of your efforts on his behalf.

Please be assured that whenever possible, we will direct any of our friends to your goodselves for assistance, knowing full well that everything possible will be done to help them in promoting export sales.

Dayco Rubber (UK) Limited, Dundee, Scotland.

BONN

We would like to express our very real appreciation of the help you give us and that which we receive from time to time from British Commercial Embassies abroad.

A recent typical case was that of the British Embassy at Bonn, Western Germany. They have been of considerable assistance to us in seeking out and finally providing us with a first-class firm to act as sole agents for our materials.

Thank you again for your aid to our export efforts and incidentally our overseas sales are well 'up' on those for 1963.

J. H. Sankey & Son Ltd., Barking, Essex

DUSSELDORF

The purpose of this present letter is to thank you for the trouble and effort you obviously spent in obtaining the information requested by Mr. Austin.

In due course we will very much look forward to receiving from you estimates as to the cost of casting per ton, and in the meantime would once again like to let you know how much we appreciate the trouble you have gone to in this particular matter.

Ruston-Bucyrus Limited, Lincoln.

SALISBURY

I would like to thank you most warmly for the careful and detailed manner in which you have dealt with this problem on our behalf.

In view of the discussion which took place in your office I have decided to offer ——— our agency for a trial period of twelve months.

Once again many thanks for your extremely valuable help.

*John Heathcoat (Home and Overseas) Ltd., London, W.*1.

AUCKLAND

Thank you for your letter. The information given will be a great help to us and we are taking the action which you have suggested. Thank you again for the trouble you have taken in dealing with our inquiry.

Rank Telecommunications, Welwyn Garden City, Herts.

SIR WINSTON CHURCHILL

Sir Winston Churchill, who died on January 24 at the age of 90, was President of the Board of Trade from 1908 to 1910. In its obituary appreciation on January 25, *The Guardian* said: 'His two years at the Board rank among the most fruitful in his career. It was he who introduced and passed the Trade Boards Act, by which machinery was set up for the fixing of a minimum wage in sweated industries where the employees were too weak to combine in self-defence. It was he who adopted and carried into law the scheme of Mr. (later Lord) Beveridge for State labour exchanges and brought its author to the Board to launch them. The scheme (on which unemployment insurance was grafted in 1911) proved of incalculable value, and has ever since filled a large place in our industrial life.'

Mr. Roy Mason suggests plans for improvement in UK shipbuilding

A TRIBUTE to the quality of British shipbuilding, which was 'unrivalled in the world' was made by Mr. Roy Mason, Minister of State (Shipping), Board of Trade, at a Press Conference in London on January 20. Mr. Mason, who recently toured Japanese shipyards, following his visits to British and Swedish shipyards, added that if the British shipbuilding industry could re-fashion itself by having greater co-operation between management and workers, and also a greater measure of production planning and control, then it could become competitive with Japan.

The Minister of State who visited five yards in Japan, said that one of the reasons for the lower costs and prices of the Japanese shipbuilding industry was its central and bulk purchasing of steel, marine engines and other equipment. 'Production planning and control is one of the key features in the success of Japanese shipbuilding. These are all backed by computers, and the activities of the workers are planned daily, and all of them know what is required from them.' Continuing, he said the Japanese had a flexible labour force, and the management and trades unions had monthly meetings during which they discussed the output of the yards.

The Minister said he had been impressed by the benefit Japanese shipbuilders had obtained from the large size of the individual units and by the large number of management employed on production control. One yard alone, he said, employed 100 out of a staff of 750 on production control and planning, and the yard produced 352,000 deadweight tons of shipping in 1964, equivalent to the output of two of our best yards in Britain.

'A noticeable feature is the staggering throughput of steel and the productivity of main engine works. One of the yards I visited had a throughput of 14,000 tons of steel a month and produced 23 engines in 1964, with a target of 33 engines totalling 450,000 b.h.p. in 1965. This represents half of the United Kingdom marine engine output during the year,' he added.

The Mitsubishi yard at Kobe, said the Minister, produced 12 ships totalling 400,000 deadweight tons in 1964, this was two-and-a-half times more than one of Britain's biggest yards.

Referring to the central and bulk purchasing from suppliers, the Minister of State said he thought that the United Kingdom shipyards might be able to help themselves by establishing a central bulk buying organization for the industry as a whole. By ordering in this way a wide range of fairly standardized ship components, the industry might be able to force suppliers to reduce their prices. 'Even where steel is concerned, the voice of a central buying agency will have a much greater influence than a multitude of individual and comparatively small orders from individual shipyards.'

He announced at the conference that an independent Committee of Inquiry into the shipbuilding industry was being formed. The committee – membership and terms of reference would be announced 'soon' – would investigate how the industry could best be equipped and organized to make it fully competitive on an international basis. He said the committee would make an economic and technical appraisal of the industry and he anticipated that it would produce its report within 12 months from formation. 'No shipbuilder or trade unionist within the industry will sit on the committee,' he added.

Replying to questions concerning the wages paid to Japanese shipyard workers, the Minister of State said that, so far, they were not comparable with United Kingdom levels. Workers in the age group of 40-45 years did not average much less than the British shipyard worker, taking into consideration the fringe benefits received by the Japanese worker. Japanese wages were rising on an average rate of 10 per cent a year; and if the British industry could make more efficient use of its machinery and manpower, it should, in the long run be able to compete on even terms with Japan.

The Minister emphasized that the Japanese shipbuilding industry had achieved their dominance with 'fewer sophisticated machine tools than the United Kingdom shipyards. However, their many unsophisticated machines are a lot more fully utilized.'

He also paid tribute to the safety measures in Japanese shipyards. All Japanese workers wore safety helmets and workers employed on ships' sides performing such tasks as welding or riveting, all wore safety belts and lines.

Orders in UK shipbuilding industry

THE SHIPBUILDING Conference announce that during the last quarter of 1964 British shipbuilders secured orders for 59 merchant ships of 242,000 tons gross, making a total of 214 ships of 961,000 tons gross booked during the 12 months ended December 31, 1964, which includes the new Cunarder to be built on the Clyde. Ships for overseas registration accounted for 12·5 per cent of the tonnage ordered during the year. Comparative figures for 1963 were: 89 ships of 640,000 tons gross booked in the final quarter and 253 ships of 1,523,000 tons gross during the whole year.

At the end of December 1964, the industry's total order book (excluding naval work) stood at 306 ships of 2,467,000 tons gross, with an estimated current value of £316 million. Ships for registration in Great Britain and Northern Ireland (246 of 2,149,000 tons gross valued at £268 million) accounted for 87·1 per cent of all tonnage on order. The remaining 12·9 per cent, valued at £48 million, comprised 60 ships of 318,000 tons gross for registration overseas.

A limited amount of shipyard capacity was now being taken up by construction of off-shore oil-drilling rigs, and contracts were placed in 1964 for five of these, together valued at around £10 million.

The following tables indicate the trend in ordering experienced by British shipyards during the past five years:

	New Orders Received 12 months to December		Total Order Book		
1964	214 ships	961,000 t.g.	December 31, 1964	306 ships	2,467,000 t.g.
1963	253 ships	1,523,000 t.g.	December 31, 1963	286 ships	2,410,000 t.g.
1962	166 ships	610,000 t.g.	December 31, 1962	259 ships	2,104,000 t.g.
1961	202 ships	748,000 t.g.	December 31, 1961	346 ships	2,597,000 t.g.
1960	248 ships	627,000 t.g.	December 31, 1960	440 ships	3,348,000 t.g.

New orders received during the five-year period total 4,469,000 tons gross, against completions during the same period amounting to 5,690,000 tons gross. Meanwhile, of the present order book of 2,467,000 tons gross, ships representing 537,000 tons gross are already at the fitting-out stage and work is progressing on 1,079,000 tons gross on berth, leaving only 851,000 tons gross still to be laid down.

'Silence not golden' in the export world

'IN THE export world today silence is no longer golden. We've got to beat the big drum in a big way: we've got to shout out loud and clear in the markets of the world: if we wish to increase our exports, towns and firms have got to write their names across the world: there is no middle way here between failure and success.'

Mr. E. G. Willis, Minister of State for Scotland, at the conference of the Institute of Marketing in Edinburgh on January 23.

82,000 foreign visitors to Britain in November

NEARLY 82,000 foreign visitors came to Britain in November – 14 per cent more than in the same month of 1963, report the British Travel Association, Britain's official tourist organization.

A BTA spokesman said on January 18 that the November arrivals brought the total number of foreign visitors to Britain in the first eleven months of 1964 to 1,835,000 – 13 per cent more than in the same period of the record breaking previous year.

Further export promotion measures

FURTHER export promotion measures were expected to be announced by Mr. Douglas Jay, President of the Board of Trade, on January 27 after the *Board of Trade Journal* had gone to Press.

Mr. Etsusaburo Shiina, Foreign Minister of Japan (right) being greeted by Mr. Douglas Jay, President of the Board of Trade, during his visit to Britain in the third round of regular Anglo-Japanese consultations.

Mr. Roy Mason, Minister of State (Shipping), Board of Trade, arrived in Japan on January 11 to inspect shipbuilding and shipping industries for a period of five days. He was interested in observing various phases of the industries, including production planning, management techniques and labour relations in Japan's shipbuilding industry. On January 12 he visited the Tsurumi Shipyard of Nippon Kokan where he showed special interest in the rationalization and automation features of shipbuilding facilities, and is seen here, centre, with members of his party inspecting an Antarctic expedition ship under construction.

Record ECGD business in 1964

THE Exports Credits Guarantee Department insured record 'commercial' business in 1964. Business declared as shipped amounted to £1,165 million, an increase of 12 per cent on the previous year's £1,042 million, compared with a rise in total British exports of roughly 4.1 per cent.

Business in the final quarter at £281.4 million was above the £277.4 million in the previous quarter, though still well below the record £314.6 million of the second quarter.

A substantial part of the increase during the year was due to a record increase in the number of policy-holders – 727 – raising the total of Comprehensive-type policies to 7,476. Among new policies were 20 with estimated exports over £1 million per annum, of which two were for £10 million or more.

New commercial business insured during the last quarter of 1964 where the credit terms exceeded six months, amounted to £31.0 million, compared with the quarterly average over the previous 12 months of £63.4 million. It included Specific cover for a sugar factory (£3.0 million), a chemical plant (£1.2 million), and a power station (£1.0 million).

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the fourth quarter of 1964 was 7,476. This compared with 7,354 at the beginning of the quarter and 6,749 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £1,358.5 million, compared with £1,309.8 million at the beginning of the quarter, and £1,160.7 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £9.7 million were issued during the quarter. Taking these together with new contracts involving more than six months' credit declared under Comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months' credit was £31.0 million, compared with the quarterly average over the previous 12 months of £63.4 million.

The combined value of all Comprehensive and Specific insured business (including external trade) declared as shipped during the quarter amounted to £281.4 million, compared with £277.4 million in the previous quarter and £255.4 million in the corresponding quarter last year.

ECGD Statutory Return

During the quarter ended December 31, 1964, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1964, up to a maximum of £87,361,964 in respect of guarantees amounting to £161,656,955.

(b) under Section 2 of the Export Guarantees Act, 1949-1964, up to a maximum of £48,383,511 in respect of guarantees amounting to £50,787,028.

125 firms reply to BNEC letter

A REPORT by Sir William McFadzean, chairman of the British National Export Council, on the response to the personal letter which he sent on the council's behalf in December to the chairmen of some 150 of Britain's largest exporters was presented to the Council on January 19. Sir William's letter explained that in the Council's view, a quick increase in exports could only be obtained by firms already well established in overseas markets. Recipients were accordingly asked whether their companies could achieve a further immediate increase and indicated how the Council could help. They were also asked whether their companies could take on the sale of complementary (but not competing) products made by smaller companies.

Replies so far received, from about 125 firms, were 'extremely encouraging'. They demonstrated a determination at chairman and Board level to maximize exports. Well over a quarter of those replying expressed a conviction that their exports could be increased in the near future. A number of constructive and helpful suggestions were put forward as to how the Council could help and these will be discussed forthwith at official level with the Government Departments concerned and the industrial organizations sponsoring the BNEC.

While clearly a number of large companies cannot take on the sale of complementary products, the replies to the letter brought to light a number of cases where this was already happening.

Tax rebate on exports

THE TREASURY issued on January 19 The Export Rebates Order (SI 1965 No. 34, available from HMSO) setting out particulars of the repayments that will now be available to exporters in relation to some indirect taxes that have entered into the cost of goods they export.

Calculation of the rebate

The Order is made under powers conferred by Section 7 of the Finance (No. 2) Act, 1964.

The rates of rebate set out in the Order have been calculated from the most recent statistical information available relating to the burden imposed by the taxes concerned on broad groups of industry. Each industry group's products receive a uniform average rate of rebate, rounded down to the nearest quarter per cent. This average rate applies to all exports of the prescribed class: the rate of rebate will not vary according to the circumstances of manufacture of individual consignments of goods. The rates range between 1 and 3¼ per cent, and the average payment for exports as a whole works out at about 1.9 per cent. The rates will be kept under review to take account of tax changes and new statistical material on industry as it becomes available.

The Order covers 'goods produced or manufactured in the United Kingdom', which is defined as covering goods of which not less than 20 per cent of the costs of their production or manufacture is attributable to United Kingdom materials, labour and overheads.

The original estimate of about £70 million for the total rebate in a full year was increased after the introduction of the increased duty on petrol and derv in the Autumn Budget. The cost is now estimated at about £80 million.

Examples

Details of the rebate for each class of goods are given in the Order. A list of the main group rates is attached to this Press Notice. It includes:

1 *per cent*	Motor spirit.
1¼ *per cent*	Woollen fabrics.
1½ *per cent*	Coal, footwear, aircraft.
1¾ *per cent*	Clothing, carpets, machinery.
2 *per cent*	Cars, furniture, cutlery.
2¼ *per cent*	Drugs, toys, films.
2½ *per cent*	Chemicals, paints, soaps.
2¾ *per cent*	Tinplate, iron and steel pipes.
3 *per cent*	Iron and steel ingots, etc., china and glassware.
3¼ *per cent*	Crude fertilizers, metalliferous ores.

On the basis of the latest available export figures, i.e. for the year ended November 1964, the rebate payable on certain leading classes of exports would be broadly as follows:

Electrical machinery, etc.	£5½ million
Motor cars	over £5 million
Iron and steel: Plates	£3 million
Tubes, pipes	£1½ million
Agricultural and horticultural machinery	over £2¼ million
Whisky	over £1 million
Glass and glassware	£700,000
Office machinery	£700,000
Pottery	£480,000

Aim of the rebate

The proposal to introduce tax rebates of this kind, which the Government firmly believe are consistent with international obligations, was first announced in the White Paper of October 26, 1964.

In his Budget speech of November 11, 1964, the Chancellor said that the legislation under which the Order would be made would operate effectively from October 26. The rebate, he said, would be a substantial help to exporters in various ways:

> 'It will enable firms to keep their prices competitive; to devote more effort to the marketing of their goods abroad; and to devote larger resources to keeping their products fully adapted to the requirements of overseas customers. Finally, it will help to increase the profitability of exporting, so encouraging industrialists and traders to put more of their resources and efforts into the export side of their businesses.'

The Chancellor said that the intention of the rebate would be defeated if firms merely pocketed their rebates and made no effort to expand sales abroad. But if the rebate led to a significant increase in exports, the revenue foregone by the Exchequer would be well worth while.

Operation

Two Customs Notices are now available from any Customs and Excise Office:

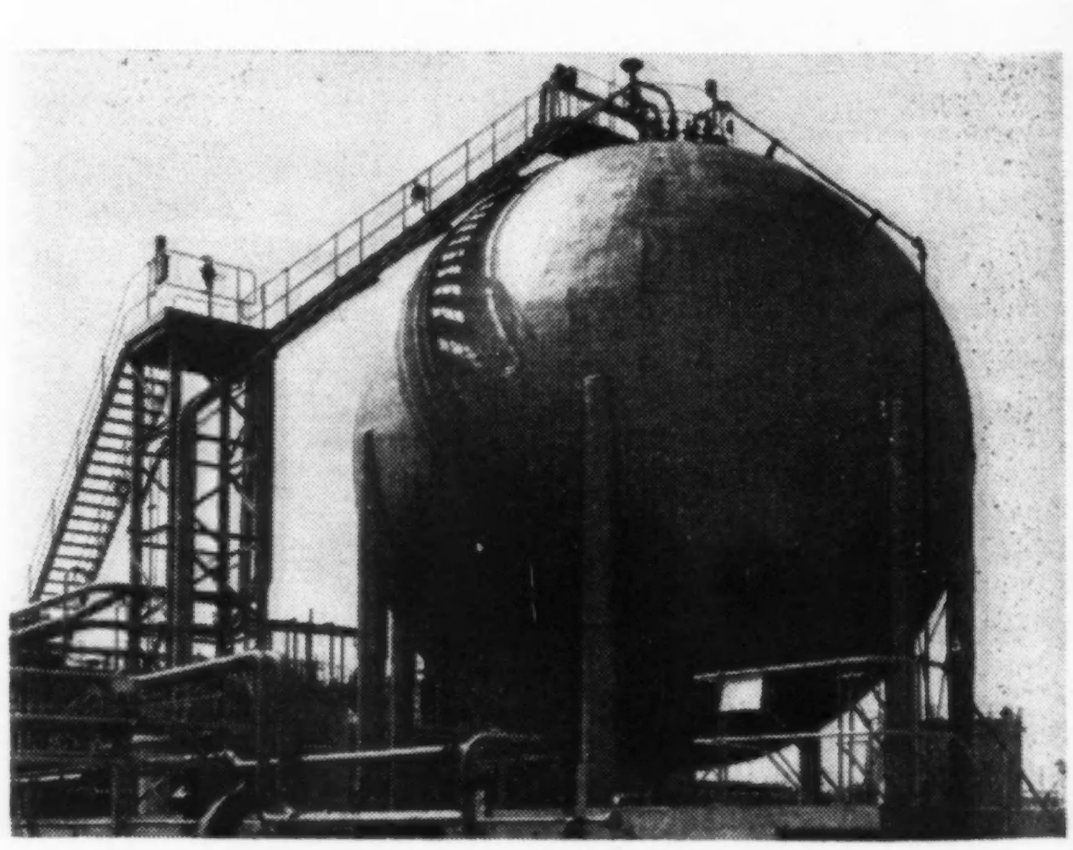
No. 435: 'Schedule of Rates'
No. 436: 'How to Claim Rebates'

Claim forms are also available.

Detailed inquiries on the rebate should be addressed to HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3, or to local Customs Offices.

Rates of export rebate applicable to certain important classes of goods

1 per cent	Motor spirit, kerosene and other refined hydrocarbon oils.
1¼ per cent	Drink (including spirits) and tobacco; woollen fabrics; lubricants.
1½ per cent	Coal; silk, cotton and man-made fibre fabrics; most footwear; clocks and watches; musical instruments; jewellery; optical and photographic instruments and apparatus; scientific and precision instruments; aircraft; railway locomotives and rolling stock.
1¾ per cent	Livestock; foodstuffs (other than cereal preparations); linen fabrics; clothing; carpets; leather and leather manutures; rubber manufactures (including rubber footwear); machinery, such as office machinery, textile machinery, machine tools, mechanical handling equipment; generators, transformers, radio and telecommunication apparatus, domestic electric appliances and other electric apparatus and appliances; arms and ammunition; ships and boats.
2 per cent	Cars, commercial vehicles, tractors and cycles; furniture and wood manufactures; paper and printed matter, including books; tools, cutlery, hardware, hollow-ware and miscellaneous metal manufactures; semi-manufactured non-ferrous metals.
2¼ per cent	Cereal foodstuffs; drugs and medicines; perfumery and toilet preparations; toys and sports requisites; office requisites; plastic manufactures; linoleum; films.
2½ per cent	Chemicals, dyestuffs, paints, plastic materials; soaps polishes; explosives, manufactured fertilizers.
2¾ per cent	Coke; tinplate and other coated sheet under 3mm. thick; wrought iron and steel tubes and pipes.
3 per cent	Iron and steel ingots, bars, rods, plates, sections, wire, etc.; china and glass-ware; building materials such as cement and bricks.
3¼ per cent	Crude fertilizers and crude minerals; metalliferous ores and concentrates.



A 530-ton capacity, 39ft. 6in. diameter, liquid ammonia storage sphere, supported by seven 20in. tubular columns, recently completed by Whessoe Ltd., of Darlington, at the Wilton Works of the Dyestuffs Division of Imperial Chemical Industries Ltd.

Lord Rhodes, Parliamentary Secretary to the Board of Trade, greeting Mr. Chen Yu-ming, leader of a nine-man delegation from the China Ocean Shipping Company, at a reception given in their honour by the Board of Trade at Lancaster House on January 21. Mr. Chen is the Vice-Director of the Ship Design Institute of the Chinese Ministry of Communications. Mr. Li Meng-hou, the Chinese Commercial Counsellor here in London, is on the extreme right of the picture. The delegation spent three weeks in this country. They had further discussions with William Doxford & Sons (Shipbuilders) Ltd., of Sunderland, concerning the two 15,000 dw. tons cargo vessels which the firm is supplying to their government; they visited other shipyards in the Tyneside and Glasgow areas and several manufacturers of marine equipment in the London and South Eastern area. Mr. Chen Yu-ming and two of his colleagues also called on Mr. Roy Mason, Minister of State (Shipping) at the Board of Trade on January 21 for a general discussion.

More efficient use of manpower needed

'BRITAIN'S ECONOMIC problems and policies: the next five years' was the subject discussed by more than 150 industrialists, economists and nationalized industry leaders at a conference at Eastbourne from January 20 to 22. The conference – discussions were held in private – was jointly organized by the Federation of British Industries, the British Employers' Confederation, and the National Association of British Manufacturers.

At a press conference in London on January 22 Sir Norman Kipping, Director-General of the FBI, said that the delegates divided themselves into five groups where they discussed fiscal, monetary and general economic policy, economic planning, the problems of management and the firm, problems of labour, and Britain in the world economy. Throughout the conference, added Sir Norman, the theme was 'change'. He said that many felt that the image of both British industry and Britain was not all that it should be.

'At the conference Lord Plowden pointed out that Britain was the only major industrial country without a market of between 100 million and 200 million customers – a remark which appears to have made a deep impression on those attending the discussions,' said Sir Norman.

It was stated at the press conference that the study group dealing with labour problems had laid considerable emphasis on the need to secure a more efficient use of manpower in view of the likelihood of a continuing shortage between now and 1973.

Mr. Maurice Laing, president of the British Employers' Confederation and chairman of the group, said the advantages of shift working should be clearly understood, and that as few obstacles as possible – statutory or otherwise – should be put in the way of its wider introduction.

NABM production survey

THE National Association of British Manufacturers state that their twelfth production survey for the fourth quarter of 1964 'confirms the tendency which was apparent in the previous quarter for production to level off', Full details from NABM, 16 Holborn Viaduct, London, E.C.1.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 12, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Chloroethane	As in previous column	December 31, 1965	6668
29.14	Copper 2-ethylhexoate	Copper octoate	December 31, 1965	6662
29.25	Barbitone	As in previous column	December 31, 1965	6660
29.25	Barbitone sodium	As in previous column	December 31, 1965	6661

Note: Withdrawal of application:

Interested parties will wish to know that the application for temporary exemption from import duty in respect of the chemical covered by the following description and advertised in the *Board of Trade Journal* on the date shown has been withdrawn.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Date published	Reference
29.16	Calcium gluconate lactate.	Calcium lactate gluconate.	December 31, 1964	July 10, 1964 (page 61)	6490

Application for anti-dumping duties on high density polyethylene

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on high density polythethylene (of density equal to or greater than 0·940) imported from the Federal Republic of Germany.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than February 12 next. A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter and who give an undertaking to treat the information contained in the statement in confidence and to allow their comments to be passed to the applicants for reply.

Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 557, 1 Victoria Street, London, S.W.1.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Board of Trade – Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries in relation thereto should be addressed to the nearest Official Receiver. A list of Official Receivers with office addresses and telephone numbers is given below.

Bankruptcy – High Court
Victory House, Kingsway, London, W.C.2.
(Tel. HOLborn 7641. Code: 01 HOL.)
A. A. Walter, W. Whitehead, J. L. Williams.

Companies Winding-up – High Court
Inveresk House, 346 Strand, London, W.C.2.
(Tel TEMple Bar 7733, Code: 01 TEM.)
A. T. Cheek, C. A. Taylor, H. C. Gill.

Birmingham
Commercial Union House, Martineau Square, Birmingham 2. (Tel. Central 8831. Code: 021 CEN.)
W. H. Haigh, J. F. O'Reilly.

Bradford
20 North Parade, Bradford. (Tel. Bradford 23114/5. Code: OBR 4.)
P. A. Lawrence.

Brighton
8 Old Steine, Brighton 1. (Tel. Brighton 64301-4. Code: OBR 3.)
T. H. Parker.

Bristol
26 Baldwin Street, Bristol 1. (Tel. Bristol 22852. Code: OBR 2.)
G. W. Sisman.

Cambridge
49 Bateman Street, Cambridge. (Tel. Cambridge 53930 and 59646. Code: OCA 3.)
R. A. D. Copper.

Canterbury
35 Watling Street, Canterbury. (Tel. Canterbury 62070. Code: OCA 7.)
A. R. Haigh.

Cardiff
County Court Buildings, Westgate Street, Cardiff. (Tel. Cardiff 30575. Code: OCA 2.)
B. J. Longley.

Croydon
Park House, 22 Park Street, Croydon. (Tel. MUNicipal 4961. Code: 01 MUN.)
E. C. Sherwood.

Exeter
Eastgate House, High Street, Exeter. (Tel. Exeter 55445. Code: OEX 2.)
A. J. Seldon.

Hull
Burton's Buildings, Alfred Gelder Street, Hull, Yorks. (Tel. Hull 23729.)
J. E. Friend.

Ipswich
3-5 Northgate Street, Ipswich. (Tel. Ipswich 52264. Code: OIP 3.)
T. A. Tuck.

Leeds
Pearl Chambers, East Parade, Leeds 1. (Tel. Leeds 31761. Code: OLE 2.)
N. Saddler.

Leicester
Prospect House, 94 Regent Road, Leicester. (Tel. Leicester 22251-3. Code: OLE 3.)
H. Roach.

Liverpool
West Africa House, 25 Water Street, Liverpool 2. (Tel. Central 8397/8. Code: 051 CEN.)
R. W. F. Pagan.

Manchester
Townbury House, 11 Blackfriars Street, Salford 3. (Tel. Deansgate 7771-3, 3970 and 4009. Code: 061 DEA.)
W. H. Meredith, A. N. Percy.

Newcastle-upon-Tyne
3rd Floor, 4 St. Nicholas Buildings, St Nicholas Street, Newcastle-upon-Tyne 1. (Tel. Newcastle 21104/5. Code: ONE 2.)
W. Armstrong.

Northampton
15 Guildhall Road, Northampton.
(Tel. Northampton 37288. Code: ONO 4.)
R. A. D. Copper.

Norwich
Davey House, Castle Meadow, Norwich, Norfolk, NOR 01D. (Tel. Norwich 28983/4. Code: ONO 3.)
T. A. Tuck.

Nottingham
1 Collin Street, Nottingham. (Tel. Nottingham 51596-8. Code: ONO 2.)
W. W. Jordan.

Plymouth
63 New George Street, Plymouth. (Tel. Plymouth 68554. Code: OPL 2.)
W. A. Driskell.

Reading
City Gate House, 39-45 Finsbury Square, London, E.C.2. (Tel. MONarch 0121. Code: 01 MON.)
R. G. Goddard.

Rochester
40 St. Margaret's Street, Rochester.
(Tel. Chatham 42603. Code: OME 4.)
A. R. Haigh.

St. Annes
St. Annes House, Wood Street, St. Annes-on-Sea, Lancashire. (Tel. St. Annes 22141. Code: OFY 15.)
J. Tye.

Salisbury
Lloyds Bank Chambers (2nd Floor), Blue Boar Row, Salisbury. (Tel. Salisbury 4616.)
A. H. Horler.

Sheffield
8-12 Furnival Gate, Sheffield. (Tel. Sheffield 26691/2. Code: OSH 2.)
K. A. Miller.

Southampton
21 London Road, Southampton.
(Tel. Southampton 23348/9. Code: OSO 3.)
A. H. Horler.

Southend
Carby House, 4th Floor, 73 Victoria Avenue, Southend-on-Sea, Essex. (Tel. Southend 41316/7. Code: OSO 2.)
F. L. Sage.

Stockton
4 Bridge Road, Stockton-on-Tees.
(Tel. Stockton-on-Tees 65598/9. Code: OMH 2.)
W. Armstrong.

Stoke
London House, Hide Street, Stoke-upon-Trent. (Tel. Stoke-upon-Trent 44719 and 47071. Code: OST 2.)
D. S. Clackett.

Swansea
Government Buildings, 10 St. Mary's Square, Swansea. (Tel. Swansea 50652. Code: OSW 2.)
P. W. Nunn.

Watford
40 Clarendon Road, Watford.
(Tel. Watford 31022. Code: OWA 3.)
F. L. Sage.

York
2a Market Street, York.
(Tel. York 54465. Code: OYO 4.)
J. E. Friend.

British overseas commercial representatives' visits during February to April, 1965

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during February to April 1965.

BELGIUM (Brussels)	J. R. Wraight, C.M.G.	Counsellor (Commercial)	March	Has previously served as Counsellor (Commercial) in United Arab Republic (Cairo).
GHANA (Accra)	J. R. Bolton	British Trade Commissioner	March-April	Has previously served as British Trade Commissioner in Nigeria (Ibadan).
INDIA (New Delhi)	P. M. Hewlett	British Trade Commissioner	February	In present post since 1963. Not now returning to India.
KENYA (Nairobi)	C. C. Cornthwaite	Assistant British Trade Commissioner	March-April	Has previously served as Assistant British Trade Commissioner in Cyprus (Nicosia).
NEW ZEALAND (Wellington)	J. L. Reading, C.M.G.	Senior British Trade Commissioner.	From late March	In present post since 1963.
PARAGUAY (Asuncion)	M. S. Stephenson	First Secretary (Commercial)	March	Has previously served as Second Secretary (Commercial) in Colombia (Bogota).
SOUTH AFRICA (Cape Town)	F. S. Feilding	H.M. Consul (Commercial)	February-March	Has previously served as First Secretary (Commercial) in Indonesia (Djakarta).
VIETNAM (Saigon)	I. J. Benson	Second Secretary (Commercial)	April	Has previously served as Second Secretary (Commercial) in France (Paris).

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment, stating the nature of the problem and the commodities involved.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Commercial Counsellor at Ankara

On page 5 of the November 6, 1964 edition of the *Board of Trade Journal,* Mr. A. C. Maby's name was given as HM Counsellor (Commercial) in Ankara. In fact, in November Mr. Maby's appointment to Ankara was cancelled on health grounds, and the new Commercial Counsellor, Mr. J. O. McCormick, arrived in Ankara and took up his appointment on January 20.

Defence specifications

THE MINISTRY OF DEFENCE announces that the following documents in the Defence Series have been published by HM Stationery Office, Kingsway, London, W.C.2, and branches, from whom copies may be obtained:

	Specification	Price £ s. d.
NEW DOCUMENTS		
DEF-1	General specification for primary batteries (dry and inert Leclanche types):	
Suppl. No. 61	Battery, dry, 3 V, No. 3	1 0
Suppl. No. 62	Battery, dry, 4½ V, No. 5	1 0
DEF-64	Fuse-units and fuse-carriers	4 0
DEF-147	Detergent powder for manual dish-washing	2 0
DEF-1053	Standard methods of testing paint, varnish, lacquers and related products . . .	
Method No. 80	Softening point (ring and ball test)	1 6
DEF-2008	Lubricating oil, mineral, OM-100 (NATO Symbol 0-240)	1 6
DEF-2303	Cutting oil ZX-1 (NATO symbol 0-214), cutting oil ZX-2	1 6
DL-19 Pt. 1	Instruments, electrical, indicating: Flush mounted sealed types to DEF-62 ammeters, voltmeters and adaptable instruments	6 0
REVISIONS		
DL-3-A	Secondary batteries (acid and alkaline types)	2 0
DL-5-A Supplement	Primary batteries for maintenance purposes	2 0
DL-9-A	Common user hand tools	3 0 0
DEF-99-A	Paper, kraft, polythene coated (heat sealable)	2 0
DEF-2261-A	Grease, aircraft, general purpose, XG-271 (NATO symbol G-382)	2 0
Index	Index of 'Defence' publications	6 0
AMENDMENTS		
DEF-5	Stop watch, 1/5 sec. general service (pocket timer)	0 3
DEF-6	Stop watch, 1/10 sec. general service (pocket timer) (Amendment No. 3)	0
DEF-13-B	Steel specifications (group system) (Amendment No. 2)	3
DEF-34	Coating solution for nails (Amendment No. 1)	3
DEF-140	Shunts, external, for use with electrical indicating instruments (Amendment No. 1)	3
DEF-1007-A	Cotton fabrics: plain weave (Amendment No. 3)	3
DEF-1417	Stockings, footless (formerly hosetops, coloured, circular) (Amendment No. 1)	3
DEF-1441	Paint, underwater protection for steel (anti-corrosive No. 655) (Amendment No. 1)	3
Index	Index of 'Defence' publications (Amendment No. 1)	8

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	December 22, 1964	
871,320	The Natural Rubber Producers' Research Association.	Modification of elastomers.
	December 23, 1964	
914,676	Allsop, A.	Treating the edges of cut fabric.
	December 30, 1964	
759,254	Brennan, J. B.	Casting.
	January 1, 1965	
879,015	N.V. Bronswerk	Drying device for granular products, particularly corn.
951,253	Solvay & Cie.	Electrolysis of baths of fused salts.
951,254	Solvay & Cie.	Preparation of alkaline earth metals and alloys, etc.
951,245	Solvay & Cie.	Manufacture of sodium by electrolysis of fused salt baths.
957,309	Barrett, W. H.	Collapsible wheel chairs.
963,696	Dunlop Rubber Co. Ltd.	Pneumatic tyres and methods of repairing them.
	January 5, 1965	
876,804	Petit, S.	Storage of objects.
887,797	Commissariat a l'Energie Atomique.	Production of sheathed formed elements.
	January 6, 1965	
775,012	Planer, F. E.	Testing, measuring, printing, etc., on wires or cables.
864,383	Linotype & Machinery Ltd.	Typographical composing and casting machines.
880,964	Linotype & Machinery Ltd.	Sheet-fed printing presses and cutting and creasing machines.
893,686	Casse, M.	Producing textile fibre webs and machine therefor.
890,806	Regie Nationale des Usines Renault	Preventing involuntary movement in a motor vehicle.
970,137	Lumalampan, A.B.	Coil cutting machine.
	January 8, 1965	
853,618	Regie Nationale des Usines Renault	Fluid delivery valves.
877,826	Motosi, A.	Comminution of coarse mineral materials.
878,030	Motosi, A.	Froth flotation machine.
885,258	Gevaert Photo-Producten N.V.	Photographic colour reproduction devices.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, JANUARY 20

Printing trade employment

The President was asked if he would state the value of the total output of the printing industry, and the average numbers employed in it during each of the year 1960, 1961, 1962, 1963 and 1964. In reply, the Minister of State (Home) said that the estimated numbers of employees in employment in Great Britain in the printing and publishing industry in June 1960, 1961, 1962, 1963 and 1964 were 372,700; 377,100; 387,600; 386,300; and 387,100 respectively. The value of the output of the industry was last measured at the quinquennial Census of Production taken in respect of 1963, but the results were not yet available.

Security for tourists

Asked what discussions he had had with the Association of British Travel Agents on means to prevent holiday travellers being stranded through the administrative or financial failures of travel firms with slender or inadequate resources, Mr. Roy Mason, Minister of State (Shipping) said: 'The Association of British Travel Agents have told me that under their new Accounts Rules, adopted on October 8, 1964, their members will be required in future to present independent accountants' statements at annual intervals for scrutiny by their Council. They also propose to establish a fund to be available in certain circumstances to assist tourists in the event of financial default by a member of the Association.'

THURSDAY, JANUARY 21

Imports of rubber manufactures

The President was asked to state the percentage increase in the imports of rubber manufactures between 1959 and 1963 and between 1953 and 1963, respectively; and which items were mainly responsible for the increase in this category of imports. In reply Mr. E. C. Redhead, Minister of State (Overseas) said that the percentage increases were 83 and 522 respectively. The items mainly responsible for the increases were tyres and tubes, and rubber footwear.

West German Trade with Eastern Bloc

The President was asked whether he was aware that during the past year West Germany's trade with the Communist countries had increased by 25 per cent; and whether he would publish details giving the relative increase or decrease in British trade with the Communist countries during the past year. In reply the Minister of State (Overseas) said that the value of West Germany's total trade in both directions with the Communist countries and with Eastern Germany was 17 per cent greater in January-October, 1964 than in the corresponding period of 1963. There was virtually no change between those periods in the corresponding total of the United Kingdom's trade. The value of trade between the United Kingdom and individual countries could be obtained from Account IV of the Trade and Navigation Accounts.

Imports of electrical machinery

In reply to a questioner who asked what was the percentage increase in the imports of electrical machinery between 1959 and 1963 and between 1953 and 1963, respectively; and which industries were mainly responsible for the increase in this category of imports, the Minister of State (Overseas) said: 'The percentage increases were 91 and 575 respectively. The items mainly responsible for the increases were electric power machinery and switchgear, telecommunications apparatus and domestic electric equipment.'

Progress in the NE

Details concerning the number of applications for building grants from firms in North-east development districts, the number approved, the estimated cost and estimated employment, the number of applications rejected, and the number under consideration for the period ending March 31, 1964 and December 31, 1964 are to be found in Hansard. Further details concerning the sites of the advance factories in the North-east, the dates when decisions were taken on them, and the names of firms undertaking new works or expansions, which were agreed in 1964, together with the dates of the commencement of negotiations are also reported.

United Kingdom shipping orders in Japan

The President was asked if he was aware that large ship-building orders from this country were going to Japan, because Japanese costs were 20 p.c. to 30 p.c. below United Kingdom prices; and if he would hold an inquiry into the reasons why British prices were not sufficiently competitive and to suggest remedies. In reply Mr. Roy Mason, Minister of State (Shipping) said he was aware that some orders for ships had been placed in Japan by British shipping companies because of lower Japanese prices. The question of the competitiveness of British shipbuilding and the action which needed to be taken would be studied by the Committee of Inquiry into the Shipbuilding Industry which was to be set up.

GATT negotiations

A questioner asked whether HM Government had completed their consideration of the new Part IV of the General Agreement on Tariffs and Trade; and what consultations they had held with other Commonwealth Governments. In reply the Minister of State (Overseas) said: 'Subject to examination of any textual changes which may be proposed as a result of consideration by the Governments of other Contracting Parties, HM Government intend to accept the new Part IV of the General Agreement. The Contracting Parties will sign the Final Act authenticating the texts of Part IV and related documents at a meeting in Geneva on February 8. Thereafter the authenticated texts will be set forth in a White Paper to be presented to the House. The new chapter will come into effect when the Protocol of Amendment has been accepted by two-thirds of the Contracting Parties. Meanwhile it is intended that all Contracting Parties concerned should apply it *de facto* so far as they can.

'Throughout the negotiations on the new Part IV there has been close consultation with the Governments of other Commonwealth countries.

'These new provisions to help the trade and development of the less developed countries will forward the work already being done in the GATT to assist these countries to overcome their trade problems. The United Kingdom Government, in co-operation with the Governments of other Commonwealth countries, will continue to play their full part in this work.'

Exhibition ships and exports

The Minister of State (Overseas) said that there were no plans for increasing British exports by the use of exhibition ships, along the lines employed by the Japanese and German governments. He saw no reason to question the preference which British industry had shown for conventional trade fairs.

Price increases

The President was asked what action he proposes to take to deal with the continuing increases in the prices of manufactured goods. In reply the Minister of State (Home) said that the President had written to a number of manufacturers and trade associations about some recent price increases and he and other Board of Trade Ministers would shortly be holding meetings with them.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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New Books

National Accounting Practices in Sixty Countries (Provisional Issue), 'A supplement to the *Yearbook of National Accounts Statistics*', United Nations Statistical Office (Studies in Methods, series F No. 11. 248 pages. 22s. 6d., by post 24s. 6d. from HM Stationery Office and Government bookshops). This handbook provides information on practices in sixty countries, in the national accounting field, with a view to their ultimate improvement through analysis and comparison; it will also provide the user of the *Yearbook* with information on the way in which the country estimates have been compiled. Each of the sixty countries has been given a separate chapter in which are summarized the principal features of its national accounting practices – history and sources, the system of accounts, methods of estimation at current prices, and estimates at constant prices. A general indication is also given of the nature of the conceptual framework employed and its relationship to the United Nations system. The UN Statistical Office makes no assessment of the adequacy of the methods employed, nor of the reliability of the resulting figures.

Sources of Business Information. Revised edition, by Edwin T. Coman (330 pages. University of California Press, $8·50; available shortly through Cambridge University Press at 68s.). A standard reference book for American business libraries, and for others who are interested in finding business facts about the United States, now revised and expanded since its first issue in 1949. The book provides a guide mainly to published sources of information available in the United States – handbooks, directories, statistics, yearbooks, periodicals, looseleaf services, and so on – and gives detailed information and descriptions of many items of importance in the fields of finance, insurance, accounting, management, industrial relations, marketing, advertising, and salesmanship. It also includes chapters on foreign trade and the basic industries. As well as publications, the guide lists for each subject the principal organizations in the United States which may be useful sources of unpublished information. The author also discusses methods of procedure and the functions and characteristics of all types of information sources, and these sections of the text will be of wider general interest as an introduction to information work in the commercial and economic field – especially as there is no up-to-date English work available at present, on this subject.

Binstead's Directory of Food Trade Marks and Brand Names. Third edition (467 pages. Food Trade Review Ltd., 80s.). A new edition of the directory last issued in 1961, containing an alphabetical list of current trade marks and brand names within classes 1, 3, 5 and 29-32 of the register of trade marks, with particulars of the owner's name and address in each case. The list includes trade marks both of British firms and also of foreign firms trading in the United Kingdom market.

Report of the Economic Survey Mission on the Economic Development of Zambia. United Nations Economic Commission for Africa, and Food and Agriculture Organization (318 pages. 25s. from the Government Printer, c/o PO Box RW 38, Lusaka). A detailed report on the present economic structure of Zambia. The authors stress the fact that Zambia is basically a one-industry country – apart from the mining of copper, there is hardly anything that could be called a basic source of income and employment, except for some tobacco and maize farming. They discuss the copper industry's structure and its present position in the world market, and give an assessment of the future prospects. Further sections deal with agriculture, the manufacturing sector, manpower, the infrastructure (health services, housing, water supplies, transport and energy), finance, administrative needs and the authors' principal recommendations. Approximately half of the volume consists of statistical appendices. No final decisions on the implementation of the report have yet been taken by the Zambian government.

Synthetics and their Effects on Agricultural Trade. Food and Agricultural Organization of the United Nations. (Commodity Bulletin Series, No. 38. 59 pages. 10s., by post 10s. 6d., from HM Stationery Office and Government bookshops). A brief account of the developments in the synthetic rubber, man-made fibre, and synthetic detergent industries, particularly over the last decade, and the effects of this growth on the trade in natural rubber, cotton, wool, fats and oils, and hides and skins. It shows how the development of synthetic materials has been detrimental to the trade of developing countries as producers of raw materials, and how the outlook for the future depends on the growth of the overall market for agricultural raw materials and the share of the market held by natural and synthetic products. The study suggests measures to be taken by all the parties concerned to make raw materials more competitive, and it was originally published as chapter 4 of FAO's *The State of Food and Agriculture*, 1964.

Labour Relations and the Law, A Comparative Study, edited by Otto Kahn-Freund (231 pages. Stevens & Sons, 60s.). A systematic survey and analysis of the legal regulation of collective bargaining and industrial conflict in Great Britain, the Irish Republic, the United States, Belgium, France, Germany, Italy, the Netherlands and Switzerland. It is based on contributions by lawyers from each country to a colloquium held in December 1962 under the auspices of the British Institute of International and Comparative Law, of whose *Studies in International and Comparative Law* series this book is a member. As well as illuminating some of the problems faced by both sides of industry on the shop floor in this country, the papers included deal with some social and economic factors that may be of interest to businessmen contemplating operations in other countries. There is an adequate index.

Jute – Fibre to Yarn, by R. Atkinson (212 pages. A Heywood Book, Temple Press Books Ltd., 40s.), is a survey of the manufacture of jute. Although it is intended mainly for students it should also prove of interest to the layman, while the excellently illustrated chapters outlining the spinning processes and describing the machinery used will be of interest to textile workers and technologists. After a brief outline of the anatomy, cultivation, and marketing of jute, the various stages of manufacture are followed through, and whenever possible points raised are illustrated by tables, graphs, diagrams and charts. The work is indexed.

Collection of Debts, by W. D. Park (139 pages. Oyez publications, 17s. 6d.). Number 43 of the *Oyez Practice Notes*, a series of booklets designed to provide practical assistance on legal questions. It was first published in 1960, and this is the second edition, considerably enlarged. The author discusses, with many examples, all procedures involved in the collection of debts within the jurisdiction of English law. He analyses points that may arise from the question of the issue of proceedings to particular means of enforcement. At all stages draft letters and suggested answers to form questions are given. Although necessary authorities are cited, the text is clearly written and can be comprehended by the layman. The book concludes with a section of suggestions for office procedure, and an appendix of County Court and High Court fees.

Other publications

GRAIN CROPS 1964, 'A Review of Production, Trade, Consumption and Prices relating to Wheat, Wheat Flour, Maize, Barley, Oats, Rye and Rice', by the Commonwealth Economic Committee. 208 pages. 10s., by post 10s. 10d., from HM Stationery Office and Government bookshops.

QUIN'S METAL HANDBOOK 1964. 623 pages. Metal Information Bureau Ltd., 46 Wigmore Street, London, W.1. 40s.

UNITED KINGDOM DAIRY FACTS AND FIGURES 1964. 181 pages. Federation of United Kingdom Milk Marketing Boards. Milk Marketing Board, Thames Ditton, Surrey. 7s. 6d.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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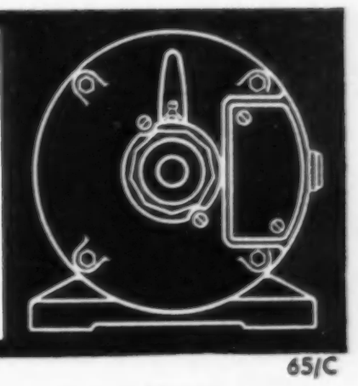

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	140	146	132	+133	+ 89	+29	+30
1963															
1st quarter	113	113	130	125	114	101	115	104	134	101	116	— 20	+ 49	— 4	N/C
2nd quarter	116	118	132	128	117	102	129	109	134	150	128	+ 38	— 9	+17	— 5
3rd quarter	116	120	138	130	120	105	135	106	141	164	140	— 36	— 12	— 7	— 6
4th quarter	123	124	138	132	121	105	140	109	149	168	143	+151	+ 61	+23	+41
1964															
1st quarter	121	127	141	134	121	106	144	115	153	175	150	+ 96	+ 79	+ 2	+ 4
2nd quarter	121	127	143	135	120	105	148	120	153	181	149	+146	+126	+ 5	+ 1
3rd quarter		127		138	122	106	150*	121	167	186*	152*		+ 77	+ 6	+13
1964															
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	107	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	108	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1964			125·7	+3·3			148·4	362	—140	..	221	+77	..	147	134	
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·9	445	— 5	+42	182	+25	— 5	145	134	— 70
2nd quarter	148	125	125·5	+2·8	107·8	125·0	147·6	355	— 90	—58	230	+48	+33	147	133	—109
3rd quarter	155*	113*	126·5	+4·3	108·6	125·8	149·3	311	— 44	—34	242	+12	+ 6	147	132	—127
4th quarter			127·6	+4·5	109·9*	126·8*	150·8	336	+ 25	+50	228	—14	—34	148	137	
1964																
June	148	125	126·2	+3·4	107·8	125·2	148·4	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August	153*	117*	126·7	+4·7	108·6	125·7	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September	155*	113*	126·7	+4·4	109·1	126·2	149·7	315	+ 1	+11	239	Nil	— 7	151	131	..
October	157*	119*	126·8	+4·1	110·0*	126·3*	149·8	332	+ 17	+27	233	— 6	—12	146	133	..
November	162*	127*	127·8	+4·6	110·3*	127·0*	150·7	338	+ 6	+19	230	— 3	—16	152	135	..
December			128·3	+4·8	109·4*	127·2*	151·9	337	— 1	— 1	222	— 8	—11	146	144	..
1965																
January								363*	+ 26*	+41	221*	— 1*	— 1			

† NOT seasonally adjusted. * Provisional.

Index of industrial production for November

THE PROVISIONAL INDEX of production for November 1964 prepared by the Central Statistical Office is 131 (seasonally adjusted). Over the three months September to November the seasonally adjusted indices both for all industries and for manufacturing were 1½ per cent higher than in the previous three months. Most industry groups in the index contributed to this increase, in particular engineering, vehicles and building materials showed more than the average increase over this period.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total manufacturing industries	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
Unadjusted:														
1963 2nd quarter	119	98	120	118	112	129	140	127	142	119	124	78	125	107
3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	127	135	76	128	123
2nd quarter	130	98	133	121	113	136	154	134	157	132	139	75	135	126
3rd quarter	120	84	121	117	109	131	146	133	148	117	128	73	109	109
1964 Sept.	130	95	134	122	115	135	154	137	156	131	145	74	124	123
Oct. (prov.)	134	100	136	124	119	134	156	137	159	132	143	75	129	127
Nov. (prov.)	137	103	139	128	120	141	156	146	160	136	151	76	124	132
Seasonally adjusted:														
1963 2nd quarter	118	95	118	114	110	120	138	125	140	116	124	78	117	105
3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter	124	96	125	117	113	125	144	128	146	123	129	75	126	117
1964 1st quarter	127	97	128	116	110	127	148	133	151	126	135	76	125	121
2nd quarter	127	96	128	116	111	125	150	133	153	127	136	75	125	122
3rd quarter	127	94	128	120	112	134	151	135	154	125	135	74	120	116
1964 June	127	96	128	116	112	123	152	127	155	124	133	74	123	121
July	127	95	128	117	112	127	154	134	157	124	133	74	121	119
Aug.	127	94	129	120	112	136	149	132	152	125	137	73	120	115
Sept.	127	94	128	121	112	138	151	139	153	125	136	74	120	115
Oct. (prov.)	129	94	130	119	114	130	152	138	154	130	140	74	127	120
Nov. (prov.)	131	95	132	121	115	133	154	145	155	132	143	75	129	123
June-Aug. (av.)	127	95	128	118	112	129	151	131	155	124	134	74	121	118
Sept.-Nov. (av.) (prov.)	129	94	130	121	113	133	152	140	154	129	140	74	125	120

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
Unadjusted:															
1963 2nd quarter	112	110	118	110	108	98	115	131	136	123	113	129	127	124	118
3rd quarter	107	106	112	108	103	91	120	129	135	119	120	118	120	127	107
4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	104	128	142	146	136	119	139	133	130	162
2nd quarter	133	133	136	118	116	104	123	151	160	137	129	144	140	137	124
3rd quarter	117	116	121	112	108	92	123	146	153	136	126	127	130	136	109
1964 Sept.	129	128	136	128	122	106	143	156	165	141	141	141	148		117
Oct. (prov.)	138	139	134	133	129	105	145	160	163	154	140	151			139
Nov. (prov.)	141	140	143	128	130	106	128	161	166	152	148	151			152
Seasonally adjusted:															
1963 2nd quarter	109	107	116	111	109	98	119	128	133	119	112	126	123	123	129
3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter	121	120	123	116	113	102	126	141	143	139	120	135	131	131	133
1964 1st quarter	124	123	132	119	117	103	126	144	150	135	131	140	135	133	137
2nd quarter	129	128	132	118	114	101	127	145	153	133	125	137	134	135	136
3rd quarter	125	124	130	118	116	100	124	151	156	145	124	139	136	136	133
1964 June	129	130	127	117	112	100	129	147	152	137	126	137	135		140
July	129	129	128	116	115	99	120	150	153	147	122	137	137		132
Aug.	126	123	135	121	116	101	131	152	157	145	123	141	137		133
Sept.	121	120	126	116	115	101	120	152	158	142	125	140	135		133
Oct. (prov.)	133	134	126	120	117	100	128	153	157	147	123	139			142
Nov. (prov.)	132	132	135	118	117	99	123	152	160	139	131	139			139
June-Aug. (av.)	128	127	130	118	115	100	127	150	154	143	123	138	134*		135
Sept.-Nov. (av.) (prov.)	129	129	129	118	116	100	124	152	158	143	126	139	136*		138

* Latest available three months (July-September) and previous three months (April-June).

Orders, deliveries, production and exports in the engineering industries

THE FIRST estimates for November indicate a high level of new ordering in industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles, and wheeled tractors (parts of Order VIII of the Standard Industrial Classification). New export orders in November increased by a half and home new orders by a fifth compared with a year earlier. The derived series of net new orders shows marked month to month fluctuations. It is known, in addition, that the figures of orders on hand at the end of November used to calculate the first estimates for the month included several large orders (particularly for industrial plant and fabricated steelwork on the export side). As the figures used in these estimates include substantial contracts necessarily placed with the larger firms which predominate among those approached on a monthly basis it is possible that the calculated indices overestimate the rise in orders on hand during November and hence in net new orders. Whether this is so or not, will not be known until information is available on the movement in order books of the large number of firms covered quarterly.

Following an increase in October of 6 per cent on a year earlier home deliveries in November were 9 per cent higher than in November 1963. Export deliveries in November increased by 8 per cent compared with a year earlier. Orders on hand for both home and export markets showed further substantial gains during the month.

It is provisionally estimated that production in November in the engineering and electrical goods industries (SIC Order VI) was 10 per cent higher than in November 1963, the same rate of increase on a year earlier as is now shown for October.

An account of the statistics of deliveries, orders on hand and net new orders in Table I for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter	140	146	134	143	134	136	138	150	133
2nd quarter	148	160	138	148	151	138	148	163	138
3rd quarter*	155	141	125	159	149	122	153	138	127
1963 April	120	136	113	128	168	128	117	125	108
May	122	140	125	128	136	134	120	141	121
June	123	139	133	128	133	137	121	141	132
July	124	133	120	130	146	126	122	128	118
August	127	125	104	133	131	108	125	123	102
September	130	163	137	136	161	137	128	163	136
October	132	144	131	139	154	136	130	140	130
November	133	143	136	140	151	139	130	141	135
1964 April	144	169	134	145	153	142	144	175	131
May	147	156	133	146	140	131	148	162	134
June	148	154	146	148	159	140	148	152	148
July*	151	136	121	152	147	120	150	133	121
August*	153	134	114	158	156	109	151	127	116
September*	155	152	141	159	145	137	153	155	142
October*	157	157	139	161	162	142	156	156	138
November*	162	187	147	172	233	150	159	171	147

* Provisional.
(a) Engineering and electrical goods (SIC Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

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Table 2: Engineering and electrical goods industries (SIC Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	135	132	141	112	143	144	143	1964 1st quarter
2nd quarter	139	135	146	111	151	147	153	2nd quarter
3rd quarter	128*	125*	134*	93	158*	159*	157*	3rd quarter
1963 April	114	110	121		124	130	122	1963 April
May	126	123	133		126	130	125	May
June	132	128	138		127	130	126	June
July	121	116	130		129	133	127	July
August	105	101	112		132	135	130	August
September	136	130	145		135	139	134	September
October	130	124	140		137	142	136	October
November	138	131	151		138	142	136	November
1964 April	135	130	146		148	144	149	1964 April
May	136	131	144		151	147	152	May
June	145	143	149		151	147	153	June
July	122*	119*	128*		154*	151*	154*	July
August	117*	114*	123*		156*	158*	155*	August
September	145*	141*	151*		158*	159*	157*	September
October	143*	..	..		160*	161*	159*	October
November	151*	..	..		164*	170*	163*	November

Provisional.

(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.

(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.

(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.

(d) Index of the total value, at 1958 prices, of orders held in these industries.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Footwear for November 1964.
Gramophone Records for November 1964.
Pottery & Electrical Ware for November 1964.
Processed Man-made Continuous Filament Yarns for November 1964.

Quarterly at 7s. 6d. a year, post free:

Paint & Varnish for July-September 1964.
Narrow Fabrics for September-November 1964.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for November 1964, prepared by the Ministry of Commerce, is 149 (1958 = 100). This is 2 points higher than the final index for October 1964, and 11 points higher than for November 1963.

The index numbers for the main industrial groups for November 1964, with the increase or decrease on November 1963, shown in brackets are: textiles 142 (+9 points); clothing 143 (—12); engineering and metals 115 (—1); food, drink and tobacco 121 (+4); timber and furniture 146 (—2); other manufacturing industries 333 (+107); construction 161 (+13); gas, electricity and water 176 (+5).

Index of retail prices for December

THE MINISTRY OF LABOUR announced that at December 15, 1964, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 109·2, compared with 108·8 at November 17. The rise in the index during the month was due mainly to increases, largely seasonal, in the prices of household coal.

IEMC for Scotland member appointed

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Mr. D. M. C. Forrester to be a member of the Industrial Estates Management Corporation for Scotland. Mr. Forrester fills the vacancy caused by the death of the late Mr. W. C. Kirkwood. Mr. Forrester is the managing director of the Tayside Floorcloth Co. Ltd., Newburgh, Fife, and is the first member of the Corporation to be appointed from Fife, which is an area where the Corporation's activities are rapidly increasing.

Scottish Council opens office in Glasgow

THE SCOTTISH COUNCIL (Development and Industry) have opened an office in Glasgow. Hitherto the Council's staff in Scotland have all operated from Edinburgh head office except, for the specialist staff of the Council's Scottish Industries Exhibitions. Mr. James Manning, formerly assistant secretary in the Council's London Office has been transferred to Glasgow and will work from the new office located in the Glasgow Corporation's Industrial Inquiries Centre at 21 Bothwell Street.

The Scottish Council's publicity campaign to bring new industries to Scotland will also have a base at the Glasgow office.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended December 26, 1964:

Distributors' earnings submitted:		
High cost films		£563,705
Low cost films:		
Eligible (after multiplying by 2½)	£36,188	
Not eligible for 2½ times rental	£2,685	
		£602,578
Films of less than 3,000 feet (after multiplying by 2½)		£72,342
		£674,920
Levy collections paid to Agency by HM Customs and Excise to December 28, 1964, approximately covering entertainments to December 5, 1964, together with an estimate of collections for entertainments for the three weeks ended December 6, 1964		£265,100

The second interim allocation for the eighth distribution period will be at the rate of 40 per cent.

Cinema admissions and takings in November

DURING NOVEMBER the weekly average of admissions to cinemas in Great Britain was 6.7 million and the weekly average of gross box office takings was £1.17 million.

We are cash buyers of merchandise of every description, Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.

23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8
Telephone: JUNiper 0701 *Grams:* Gordon, Juniper 0701

Film registration statistics for 1964

Table 1 – Summary of registrations (corresponding 1963 figures in brackets)

Playing time	Number of films: British Quota	Number of films: British Non-quota	Number of films: Foreign	Registered playing time (minutes): British Quota	Registered playing time (minutes): British Non-quota	Registered playing time (minutes): Foreign
Over 72 minutes	69 (a) (72)	1 (—)	236 (243)	6,631 (6,838)	116 (—)	23,079 (23,659)
33⅓ to 72 minutes	29 (b) (38)	— (1)	20 (37)	1,698 (2,267)	— (34)	1,266 (2,305)
Under 33⅓ minutes	215 (c) (228)	1 (3)	131 (224)	2,854 (2,844)	7 (69)	1,360 (2,924)
Newsreels	209 (208)	— (—)	— (—)	1,612 (1,606)	— (—)	— (—)

(a) Includes one film made by a Canadian Government Department.
(b) Includes one film from Australia.
(c) Includes 10 films from Canada and one from New Zealand, all of which were made by Departments of the respective Governments.

Table 2 – Countries of origin of foreign films registered

Country of Origin	Playing time: Over 72 minutes	Playing time: 33⅓ to 72 minutes	Playing time: Under 33⅓ minutes
Austria	—	—	1
Brazil	1	—	—
Czechoslovakia	—	—	1
Denmark	1	—	—
Egypt	—	—	1
France	20	2	14
Germany, Eastern	3	—	—
Germany, Western	6	—	2
Italy	30	3	3
Japan	2	—	—
Mexico	1	—	—
Netherlands	—	—	6
Poland	2	1	3
Rumania	—	—	2
South Africa	—	—	3
Spain	3	—	1
Sweden	2	—	—
Switzerland	—	—	2
United States	124	11	85
USSR	1	2	—
Yugoslavia	—	—	3
Co-productions:			
France/Argentina	1	—	—
France/W. Germany	1	—	—
Italy/France	20	—	—
Italy/France/Spain	4	—	—
Italy/W. Germany	1	—	—
Italy/Spain	6	—	—
Italy/Yugoslavia	1	—	—
United Kingdom/Yugoslavia	1	—	—
United States/Japan	1	—	—
W. Germany/Austria	1	—	—
Others	3*	1	4†
Total	236	20	131

* One of these films was made by a United Kingdom company and two by Commonwealth companies, but application was not made for British registration.
† Two of these films were made by United Kingdom companies and two by Commonwealth companies, but application was not made for British registration.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday January 22, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Pathe Pic. Series 521/533:					
Pathe Pic. No. 527	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 30057	8	January 18
Pathe Pic. No. 528	" "	" "	Br/E 30063	8	January 20
Clash by Night	Grand National Pictures Ltd.	Eternal Films Ltd.	Br/E 30064	75	January 21
The High Bright Sun	Rank Film Distributors Ltd.	The Rank Organization Film Productions Ltd.	Br/E 30067	113	January 22
Movietone News 1859	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29899	10	January 22
Pathe News 65-6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29950	7	January 22
Pathe News 65-7	" "	" "	Br/E 29951	8	January 22
		FOREIGN			
Hamlet	British Lion Films Ltd.	Lenfilm Productions, Leningrad	F 30058	149	January 18
Samson in King Solomons Mines	Miracle Films Ltd.	Panda, s.p.a., Rome	F 30059	98	January 19
Ten Desperate Men	" "	Filmar Compagnia Cinematografica, Rome	F 30060	85	January 19
Its a Mad, Mad, Mad, Mad World	United Artists Corp. Ltd.	Casey Productions Inc.	F 30061	163	January 19
Lifetime of Comedy	D.U.K. Films Ltd.	D.U.K. Films Ltd.	F 30062	62	January 20
The Mighty Khan	Regal Films International Ltd.	Cineluxor Production, Rome	F 30065	83	January 22
Night is the Phantom	" "	Vox Film Leone, Rome	F 30066	77	January 22

Production of cars and commercial road vehicles in December

THE FOLLOWING tables show figures of production of road vehicles for periods up to and including December 1964, and exports of these goods as recorded in the Trade and Navigation Accounts.

Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production **Number**

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1960	52	1,352,728	26.014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1963 October	4	140,937	35,234	32,535	8,134	1,455	364
November	4	143,566	35,892	33,816	8,454	1,453	363
December	5	154,108	30,822	36,619	7,324	1,680	336
1964 October	4	142,512	35,628	37,073	9,268	1,684	421
November	4	148,184	37,046	37,254	9,314	1,779	445
December	5	164,269	32,854	42,157	8,431	1,897	379

Exports **Number**

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses coaches and trolleybuses
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	616,016	150,705	7,705
1964	679,383	159,226	7,048
1963 1st quarter	150,305	36,944	1,882
2nd quarter	156,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
4th quarter	167,161	39,546	1,853
1964 1st quarter	183,470	42,576	1,965
2nd quarter	182,725	41,222	1,734
3rd quarter	151,707	35,128	1,422
4th quarter	161,481	40,300	1,927
1963 October	58,914	13,756	551
November	51,051	12,211	592
December	57,060	13,566	636
1964 October	53,115	13,993	660
November	54,373	13,107	617
December	54,409	13,352	662

Note: There are certain differences of timing and coverage between the production and export figures, e.g., the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

Industrial building in the fourth quarter, 1964

PROVISIONAL FIGURES of building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the fourth quarter of 1964 together with comparative figures for other periods, are as follows:

	Number of Schemes	Total Area (millions of square feet)
GREAT BRITAIN		
1960 2nd quarter	1,047	24·1
3rd quarter	792	22·2
4th quarter	698	18·2
1961 1st quarter	668	18·0
2nd quarter	682	14·3
3rd quarter	619	12·2
4th quarter	513	12·1
1962 1st quarter	484	10·2
2nd quarter	490	9·5
3rd quarter	438	9·1
4th quarter	475	8·5
1963 1st quarter	471	9·2
2nd quarter	517	10·0
3rd quarter	512	9·5
4th quarter	566	10·4
1964 1st quarter	661	12·8
2nd quarter	740	15·4
3rd quarter	684	15·1
4th quarter	684	14·8
STANDARD REGIONS		
1964 4th quarter:		
Northern	39	2·2
East and West Ridings	74	1·2
North Midland	65	1·5
Eastern	65	1·4
London and South Eastern	76	1·2
Southern	41	0·5
South Western	40	0·8
Wales	26	0·7
Midland	95	1·2
North Western	107	2·6
Scotland	56	1·7

The figures relate to schemes for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures in the 'Monthly Digest of Statistics' and in 'Economic Trends', which relate to schemes for manufacturing industry only.

Inquiries on these figures should be addressed to the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1.

New companies registered in December

BELOW are details of new companies registered in Great Britain during December, 1964, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public companies	Private companies	Total
Under £1,000	—	2,498	2,498
£1,000 and under £10,000	1	1,039	1,040
£10,000 and under £50,000	—	204	204
£50,000 and under £100,000	—	17	17
£100,000 and under £1,000,000	2	15	17
£1,000,000 and above	—	2	2
Total number	3	3,775	3,778
Total amount of nominal capital	'000's £501	'000's £11,626	'000's £12,127

Companies registered in Great Britain in 1963-1964

	1963		1964	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,178	8,336	4,035	9,654
February	3,250	6,766	*3,662	*29,939
March	3,927	10,470	5,006	16,654
April	3,698	8,253	4,636	10,757
May	3,642	8,459	3,994	9,905
June	2,995	7,182	3,819	11,746
July	3,722	9,133	3,495	15,857
August	3,089	8,481	3,518	10,370
September	3,159	7,313	3,739	11,366
October	3,866	10.089	4,121	11,415
November	3,516	7,501	4,014	8,722
December	3,641	13,466	3,778	12,127
Total	41,683	105,458	47,817	158,512

Note:
* The figures for February 1964 have been amended in this Statement. (One *unlimited* company included in figures supplied by C.R.O. Scotland).

United Kingdom trade in 1964

In the closing months of 1964 there were signs of resumed growth in exports. The year had begun with exports growing quite strongly ; but they then eased back during the summer, before rising again in the fourth quarter. The total value in the fourth quarter was 4 per cent up on the third quarter, and more than recovered the ground lost in the middle of the year, leaving a gain since the fourth quarter of 1963 of 4 per cent. Total exports in 1964, at £4,254 million, were nearly 4½ per cent higher in value than in 1963. Higher prices and greater volume made about equal contributions to the increase. There had been a larger increase, of 8 per cent in value, in 1963 compared with 1962. It is now clear that to a considerable extent the weakness in exports last year was associated with a slower rate of growth in several continental European countries. There was also a sharp fall as compared with 1963 in exports to the Soviet bloc.

Much of the decline in exports in the middle of last year was in exports to Western Europe, especially to EEC countries, which declined quite sharply in the third quarter before recovering in the closing months of the year. Exports to the sterling area also hesitated in the second quarter, but over the year as a whole showed a significant rise. There was also a sizeable increase over the year as a whole in exports to the United States.

Exports of semi-manufactures increased strongly last year for the second year running. This is the section which is most influenced by fluctuations in stockbuilding in overseas markets. Food, beverages and tobacco also increased last year. The main weakness last year was in exports of machinery and to a lesser extent of transport equipment to Western Europe and the Soviet bloc.

After rising strongly during 1963 imports into the United Kingdom continued to grow, though at a reduced rate during the first half of 1964, but appear to have levelled out in the second half. In the fourth quarter they were 9 per cent higher than a year earlier. The total for the year was £5,513 million, 15 per cent (just over £700 million) more than in 1963. About a third of the increase reflected higher prices and the remainder a greater volume.

More than half of the increase in the value of imports between the two years was in industrial materials (basic materials and semi-manufactures). These were 20 per cent more than in 1963 in value (£385 million) and were still rising in the fourth quarter. The increase was partly attributable to heavy stockbuilding and partly to greater usage associated with the further growth in activity in the economy. Imports of food, despite a fall in the fourth quarter, were substantially higher in 1964 as a whole, by 7 per cent (£100 million). Imports of mineral fuels in 1964 were 5 per cent (£27 million) higher. The other main contribution to the higher import bill came from finished manufactures. These increased rapidly in the early part of the year and though thereafter they tended to fall slightly, the year's total was 29 per cent (about £190 million) more in value than in 1963. Some £50 million of the increase were of consumer goods, but the other £140 million related to machinery and other capital equipment, reflecting the marked increase in capital expenditure in 1964.

It is not easy to assess the effects of the temporary import charges which came into operation on October 27. The effects of the charges cannot be isolated from other influences affecting imports and monthly variation in the figure is an added difficulty. It is to be expected that it will take time for the charges to have a marked effect on the level of imports. The charges do not appear to have affected imports significantly up to December. Much of the fall in the total imports figure for December was in food which lies outside the scope of the charges. For manufactures, the sector mainly affected by the charges, imports in December were almost the same as in November. Some individual commodity classes showed falls in December (and other groups showed increases) but these were all within the normal range of variation for a single month's figure.

The increase in total exports in the closing months of last year, whilst the level of imports remained practically unchanged, reduced the deficit of visible trade in the fourth quarter. It fell to £41 million a month on a balance of payments basis after being at £52 million a month in the third quarter. The deficit was £11 million a month in the second half of 1963, but with the faster rise of imports than total exports in the first nine months of 1964 it increased rapidly before falling back in the last quarter. For the year as a whole, the deficit in visible trade in the balance of payments is provisionally estimated at £523 million.

Area Pattern of Exports

Export markets in 1964

Exports to the sterling area made an important contribution to the rise in total exports in 1964. They had begun to rise in 1963, and this rise continued into 1964. Though there was a temporary decline in the second quarter they recovered and increased strongly in the second half of the year. For the year as a whole they were 4 per cent up on 1963. Exports to Australia increased substantially over the year though to New Zealand there was little change.

United Kingdom trade

Table 1. Annual totals

£ million

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1958	3,176	3,748	141
1959	3,330	3,983	131
1960	3,555	4,541	141
1961	3,681	4,395	159
1962	3,791	4,487	158
1963	4,081	4,813	154
1964	4,254	5,513	153

Table 2. United Kingdom trade

A. Seasonally adjusted values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1962	316	374	13	— 6
1963	340	401	13	— 4
1964	355	459	13	—44*
1963 1st quarter	328	375	12	+ 7
2nd quarter	336	396	13	— 2
3rd quarter	346	412	13	— 8
4th quarter	350	423	13	—14
1964 1st quarter	356	453	12	—36
2nd quarter	352	461	13	—45
3rd quarter	349	461	14	—52
4th quarter	363	462	13	—41*
July	331	430	13	—41
August	370	479	14	—51
September	346	472	14	—64
October	351	455	12	—54*
November	357	474	14	—54*
December	382	455	13	—16*

* Estimated.

B. Recorded values

£ million per month

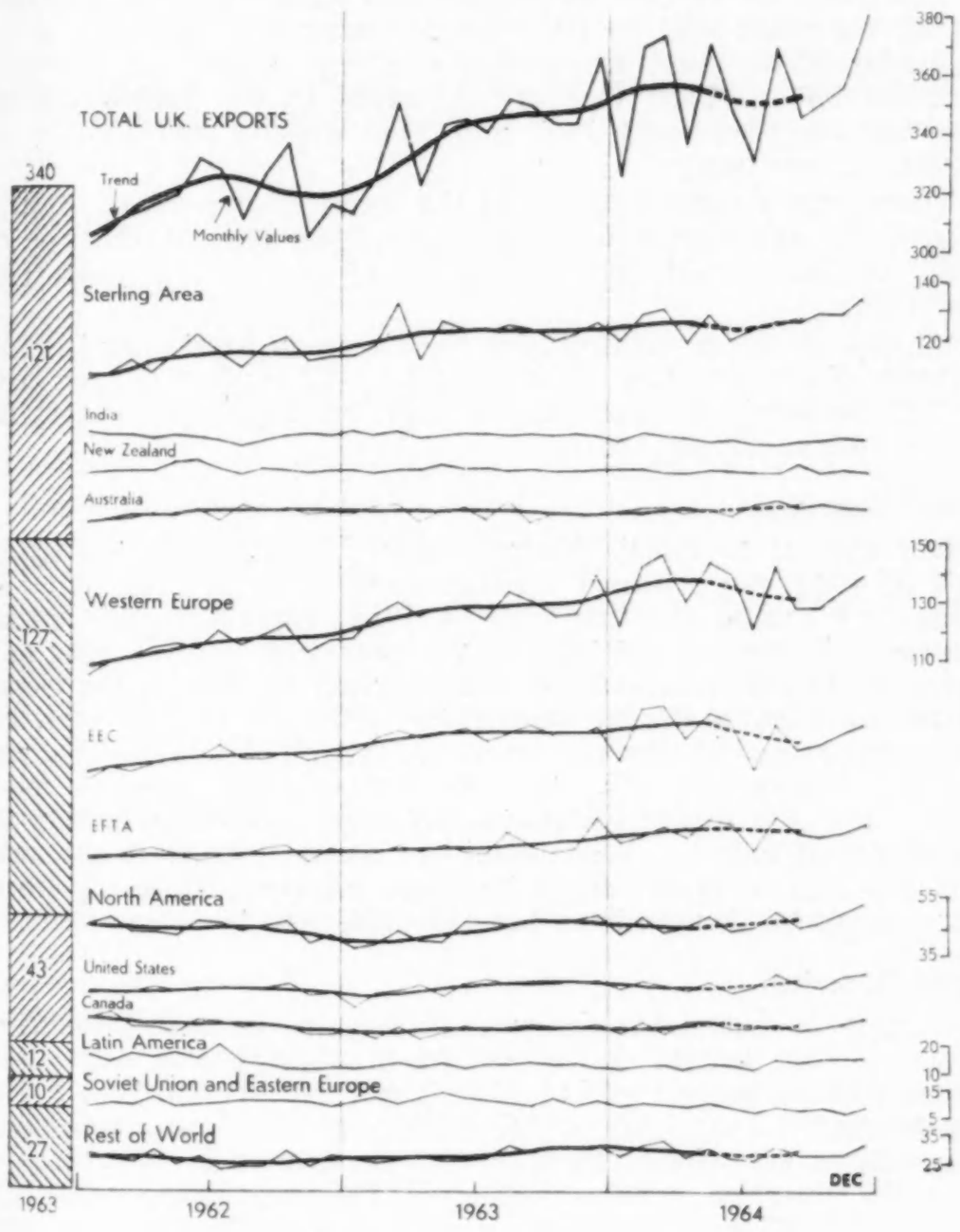
	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·3	424·7	13·2
1964 1st quarter	360·1	460·4	12·8
2nd quarter	363·6	465·8	13·1
3rd quarter	325·1	445·5	11·9
4th quarter	369·2	467·5	13·3
October	362·4	491·6	12·5
November	365·7	456·4	13·9
December	380·5	460·6	13·3

Exports to South Africa, after a slight easing in the first quarter, resumed a rising trend during the rest of the year; exports to this market have risen 52 per cent over the past two years. Exports to India fell back steadily for the first three quarters of the year, but increased sharply in the fourth quarter.

Exports to Western Europe were an important feature in the slight downturn in total exports during the summer. After four successive years of strong growth they dipped quite sharply in the third quarter. They largely recovered from this decline in the closing months of the year. The fall in the third quarter was particularly marked in exports to the EEC; it was partly due to the continued decrease of exports to France and Italy, which had already begun falling in the latter part of 1963, but low third quarter exports were also shown for other Common Market countries. In the fourth quarter there was a partial recovery for the EEC as a whole, due mainly to improved exports to Western Germany and France, while exports to Italy showed a smaller decline. Exports to the EFTA countries also fell back in the third quarter to recover in the fourth. For the year as a whole exports to Western Europe were 6 per cent up on 1963, the smallest year to year increase for five years.

Exports to North America, which were rising throughout 1963, fell back in the first quarter of 1964 but then increased during the rest of the year. Exports to Canada followed this general pattern but exports to the United States continued to fall up to the second quarter before recovering sharply in the second half-year. For the

Table 3. United Kingdom exports: areas
Seasonally adjusted £ million fob monthly averages



	1960	1961	1962	1963	1964	1963	1964			
	Year	Year	Year	Year	Year	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Sterling Area	119	117	112	121	126	122	126	122	125	131
Australia	22	17	19	20	21	19	21	20	23	22
New Zealand	10	10	9	10	10	10	10	10	10	10
India	13	13	10	11	11	11	11	10	9	12
Western Europe	86	99	113	127	134	129	136	137	129	132
Economic Community	43	51	60	69	70	70	72	73	66	69
Free Trade Assocn. (inc. Finland)	36	40	43	46	51	48	50	53	51	52
North America	45	42	43	43	46	47	44	45	46	48
United States and Dependencies	27	24	28	29	30	31	29	28	30	32
Canada	18	18	16	14	16	15	14	16	15	16
Latin America	14	14	13	12	13	12	12	12	12	14
Soviet Union and Eastern Europe	6	9	9	10	8	10	9	9	8	7
Rest of World	25	26	25	27	28	30	30	27	27	28
Total	296	307	316	340	355	350	356	352	349	363

Table 4. United Kingdom exports by areas and countries

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Non-Sterling Area:			
North America	518·3 (+ 3)	516·2 (— 0)	547·2 (+ 6)
United States & Deps.	330·4 (+17)	343·7 (+ 4)	360·3 (+ 5)
Canada	187·9 (—15)	172·6 (— 8)	186·9 (+ 8)
Latin America	161·1 (— 3)	142·6 (—11)	150·6 (+ 6)
Argentina	46·9 (— 7)	25·0 (—47)	27·6 (+10)
Venezeula	18·0 (+ 0)	20·1 (+12)	22·9 (+14)
Other	96·2 (— 2)	97·5 (+ 1)	100·0 (+ 3)
Western Europe	1,359·5 (+14)	1,520·4 (+12)	1,605·1 (+ 6)
Economic Community	720·0 (+17)	826·4 (+15)	842·1 (+ 2)
France	138·0 (+23)	180·7 (+31)	184·9 (+ 2)
Western Germany	199·3 (+16)	213·1 (+ 7)	219·1 (+ 3)
Italy	139·1 (+21)	163·7 (+18)	129·6 (—21)
Netherlands	151·0 (+10)	167·7 (+11)	192·3 (+15)
Belgium and Luxembourg	92·7 (+19)	101·3 (+ 9)	116·2 (+15)
Free Trade Association including Finland	516·8 (+ 7)	555·0 (+ 7)	617·5 (+11)
Sweden	154·2 (+ 9)	169·0 (+10)	198·0 (+17)
Norway	84·5 (— 1)	94·8 (+12)	86·4 (— 9)
Denmark & Greenland	103·6 (+12)	105·3 (+ 2)	118·9 (+13)
Switzerland & Leichtenstein	64·0 (+21)	72·1 (+13)	82·3 (+14)
Portugal, Azores and Madeira	31·5 (—15)	31·8 (+ 1)	36·3 (+14)
Austria	24·4 (+11)	28·2 (+15)	30·9 (+10)
Finland	54·7 (+ 7)	53·8 (— 2)	64·7 (+20)
Spain, Canary Islands and Spanish Ports in North Africa	59·6 (+56)	68·2 (+15)	75·3 (+10)
Other	63·1 (+ 6)	70·7 (+12)	70·3 (— 1)
Soviet Union and Eastern Europe	110·9 (+ 5)	123·0 (+11)	99·2 (—19)
Soviet Union	41·9 (— 3)	55·4 (+32)	38·0 (—31)
Other	69·0 (+12)	67·6 (— 2)	61·2 (— 9)
Other Non-Sterling	299·8 (— 4)	326·4 (+ 9)	336·4 (+ 3)
Middle East	150·0 (— 4)	164·5 (+10)	158·8 (— 3)
Japan	43·3 (+ 4)	49·6 (+14)	56·4 (+14)
Other	106·5 (— 7)	112·4 (+ 6)	121·2 (+ 8)
Total Non-Sterling	2,449·6 (+ 7)	2,628·7 (+ 7)	2,738·5 (+ 4)
Sterling Area:			
Australia	228·4 (+14)	235·8 (+ 3)	255·5 (+ 8)
New Zealand	107·2 (—14)	115·2 (+ 7)	117·2 (+ 2)
India	116·5 (—23)	136·6 (+17)	126·7 (— 7)
Pakistan	43·0 (— 1)	42·0 (— 2)	44·2 (+ 5)
Ceylon	24·8 (— 7)	23·0 (— 7)	19·9 (—14)
Hong Kong	46·4 (+ 6)	52·4 (+13)	55·1 (+ 5)
Malaysia	84·6 (+ 3)	85·5 (+ 1)	84·0 (— 2)
Ghana	36·6 (—20)	38·7 (+ 6)	33·6 (—13)
Nigeria	63·3 (—15)	65·4 (+ 3)	70·8 + 8)
Rhodesia and Nyasaland	41·4 (—12)	40·6 (— 2)	40·5 (— 0)
Kenya	29·6 (+ 2)	30·2 (+ 2)	32·9 (+ 9)
Jamaica	22·8 (— 1)	19·4 (—15)	23·5 (+21)
Trinidad and Tobago	24·4 (— 3)	24·2 (— 1)	24·3 (+ 0)
Irish Republic	135·0 (+ 1)	148·8 (+10)	164·5 (+10)
South Africa	146·4 (— 0)	195·6 (+34)	222·0 (+13)
Middle East	68·1 (+ 5)	77·6 (+14)	76·0 (— 2)
Other	123·0 (— 8)	121·2 (— 1)	125·0 (+ 3)
Total Sterling Area	1,341·5 (— 4)	1,452·4 (+ 8)	1,515·6 (+ 4)
Total all countries	3,791·1 (+ 3)	4,081·0 (+ 8)	4,254·1 (+ 4)

year as a whole exports to North America were 6 per cent up on 1963.

Exports to Latin America, after decreasing between the third quarter of 1963 and the first quarter of 1964, increased steadily during the remainder of last year. Despite the fairly strong recovery through the year, the value of exports in the fourth quarter was still below the highest quarters of 1961 and 1962. For the year as a whole, exports were 6 per cent up on 1963.

Exports to the Soviet Union and Eastern Europe fell sharply during 1964. These exports were at their peak in the second quarter of 1963, when they averaged £12 million a month, but by the last quarter of 1964 the monthly average had fallen below £7½ million.

Exports to the rest of the world fell during the first half of 1964, after rising strongly throughout 1963, but then recovered steadily during the second half of last year. Exports to Japan fell slightly during the first two quarters of the year, and after a small increase in the third fell back again in the last quarter.

The changing pattern

The rapidly rising trend in recent years of Britain's exports to Western Europe continued to be one of the major factors in the growth of total exports in 1964. They have been rising with temporary pauses over the past decade. The annual values of United Kingdom exports by areas and countries are shown for the last three years at Table 4. In 1954 exports to countries in Western Europe accounted for 28 per cent of all exports and this share increased to 37 per cent in 1963 and, in 1964 to 38 per cent, despite some falling back in the value of exports in the second half year.

A further notable feature has been the continued growth in exports to the overseas sterling area during the last three years after periods of alternating growth and decline in the previous decade. In 1964 this market took 36 per cent of our exports.

Exports to North America rose to a peak in 1959 but fell in 1960 and 1961. After recovering somewhat in 1962 fell again in 1963. In 1964, however, after an initial fall, they resumed a rising trend and for the year as a whole accounted for 13 per cent of our total exports.

Exports to the Soviet Union and Eastern Europe, after increasing steadily until 1963, began to decline towards the end of that year. In 1964 they were almost 20 per cent down on 1963. However, this trading area takes only a very small percentage (2 per cent) of Britain's exports.

Exports to Latin America rose more or less steadily until 1961 when they began to decline. In 1962 they were 3 per cent less than the previous year. The fall was more rapid in 1963, but after continuing to fall initially in 1964 they rose during the second half of the year. Our exports to Latin America are now 4 per cent of total exports.

Exports to the rest of the world increased by 3 per cent between 1963 and 1964, and the share of this market of total exports remained at 8 per cent.

Sterling Area

The improvement in exports to the overseas sterling area, which commenced in the first half of 1962 after a sharp fall in the previous year, continued throughout 1963 and again last year, with only temporary dips in the generally upward trend. The rate of growth increased towards the end of the year and in the fourth quarter the value of exports to this area was 8 per cent higher than a year earlier. Between the years 1963 and 1964, the increase was 4 per cent.

Exports to South Africa rose by £26 million (12 per cent) between 1963 and 1964. This followed a very marked rise in 1963 and over the two years the increase was over 50 per cent, with larger shipments of a wide range of goods, particularly machinery, cars, commercial vehicles and ships. The value of exports to Australia rose by £20 million (8 per cent) mainly due to a high level of exports in the second half year. Exports to New Zealand were 2 per cent more, and there was an increase in exports to the Irish Republic of 10 per cent, much the same rate of growth as in the previous year. Exports to Hong Kong were £3 million (5 per cent) up on 1963. There was quite a substantial increase, £4 million (21 per cent), in our exports to Jamaica, these exports had been on a decline since 1961. The increase came mainly from machinery and transport equipment. Against the general pattern of higher exports to the sterling area, there were some decreases to the middle and far eastern countries. Exports to India were £10 million (7 per cent) less in 1964 with particularly low shipments in the middle of the year. Exports to Ceylon were lower by 14 per cent (£3 million) last year and Malaysia took 2 per cent less. Exports to the Middle East were also a little lower in 1964.

Western Europe

Exports to Western Europe rose by £85 million (6 per cent) last year. This was a modest increase compared with the rate of growth in the three previous years which averaged 14 per cent per annum. The slower growth was due to EEC countries up by £16 million (2 per cent).

Exports to EFTA in 1964 increased by £62 million (11 per cent), a greater increase than in the previous two years. The biggest increases to individual European countries between 1963 and last year were in exports to Sweden, which rose by £29 million (17 per cent); to the Netherlands, £25 million (15 per cent); Belgium and Luxembourg, £15 million (15 per cent), Finland £11 million (20 per cent) and Switzerland and Liechtenstein, £10 million (14 per cent). There were increases in exports to Portugal of £5 million (14 per cent); these showed a marked improvement compared with recent years. But exports to Italy, which had increased by 18 per cent in 1963, fell by 21 per cent in 1964, the decrease being largely in exports of machinery.

The trend of exports to France had been rising continuously during the years 1961 to 1963 but commenced to fall back at the beginning of the year. The decline continued during the first three quarters but a sharp recovery appeared in the fourth quarter. Between the two years 1963 and 1964 exports increased by £4 million (2 per cent).

There was a slowing down in the trend of exports to Austria. Exports to this market were only £3 million (10 per cent) up on 1963, compared with an increase of 15 per cent between 1962 and 1963.

Of exports to countries outside the Common Market and EFTA, those to Spain and Greece, increased by £7 million (10 per cent) and £2 million (6 per cent) respectively, but exports to Turkey fell by £8 million (32 per cent).

North America

Our exports to North America were falling during the second half of 1962, but resumed a rising trend again in 1963. After an initial fall during the first half of 1964, exports to this market increased in the second half of the year and, for the year as a whole, were £31 million (6 per cent) higher. Exports to the United States were on a decline during the first half of last year, but recovered somewhat during the second half. The total for the year was £17 million (5 per cent) more than in 1963. After an initial fall in the first quarter, exports to Canada recovered during the remainder of the year. The annual increase on 1963 to that country was £14 million (8 per cent). This was an encouraging upturn as our exports to Canada have been on a decline for some years.

Latin America

Exports to Latin America were falling in the early months of last year, but started to recover in the Spring and were rising strongly in the second half of 1964. These exports had been declining during 1962 and 1963, and the change of trend last year resulted in a year to year rise of £8 million (6 per cent) over 1963. Exports to Cuba were £8 million higher in 1964 and there were also increases of £3 million (10 per cent) and £3 million (14 per cent) respectively in our exports to Argentina and Venezuela. There were falls of £6 million (31 per cent) to Brazil and £1 million (20 per cent) to Uruguay.

Soviet Union and Eastern Europe

The trend in exports to the Soviet Union and Eastern Europe was one source of weakness in our total export performance in 1964. Exports to these countries fell throughout the year, especially during the second half. Taking the year as a whole, there was a decrease of £24 million (19 per cent) as compared with 1963. Exports to Poland fell by £4 million (13 per cent), and there was also a fall in our exports to Rumania.

Rest of the World

Exports to the rest of the world were falling during the first half of the year, but then rose gradually during the second half, but not sufficiently to regain the level reached in the first quarter. There was an increase of £7 million (14 per cent) in our exports to Japan. Our trade with this country has been increasing rapidly in recent years, and the value of exports has doubled between 1960 and 1964. Exports to Egypt had been increasing in 1963, mainly due

to larger shipments of machinery but in 1964 they fell by £8 million (23 per cent). Exports to Sudan were also lower last year by £8 million (29 per cent) after increasing during 1963. Exports to China, however, increased by £5 million (35 per cent) last year.

Commodity pattern of exports

Exports in 1964

The rise in exports in 1964 over 1963 was wholly in manufactures, with non-manufactures (about 14 per cent of total exports) falling slightly. Exports of manufactures have increased in recent years but the trend of non-manufactures has been less regular. Most of the increase in 1964 in exports of manufactures was in semis (about 35 per cent of total exports) which were 9 per cent higher; exports of finished manufactures (about 50 per cent of total exports) were 3 per cent more. Within the former group there was a 12 per cent increase in exports of chemicals (covering all kinds of chemicals). The growth of 1963 continued up to the middle of last year, but with practically no further change thereafter. Exports of textiles also rose strongly in the first half of last year but there was little change in the second. Year on year they were 8 per cent more. The value of exports of metals and metal manufactures was rising throughout 1964. Within the group, exports of iron and steel were rising except during the third quarter, and in the year as a whole were 6 per cent up on 1963. In the finished manufactures group, exports of machinery and scientific instruments were a little higher than in 1963. Exports of electrical machinery were less by 2 per cent but the value for non-electrical machinery was practically unchanged. Exports of road motor vehicles continued to expand and in 1964 were 8 per cent more by value than in 1963 with a marked increase in the fourth quarter. There was also a marked increase in exports of clothing and footwear most of which occurred in the second half of the year.

Export of fuels, which had been falling steadily since the peak reached in the second quarter of 1963, increased slightly in the fourth quarter of last year.

There was also a slight recovery in the fourth quarter in exports of basic materials which, after rapid growth in 1963, had grown more slowly in the first half of last year and then fallen back sharply in the third quarter.

Exports of food, which had previously been rising for several years, continued to grow in the first half of last year, but under the influence of lower sugar prices, fell back in the second half-year. Exports of beverages continued to rise after some hesitation in the first half-year.

The changing pattern

The composition by main classes of goods of United Kingdom exports in selected years in shown at Table 7.

The main changes in 1964 stem from the pause in the growth of machinery exports and the faster than average rates of growth in exports of road vehicles and chemicals. The share of engineering products fell back a little in 1964 to 45 per cent, compared with the steady increase in the proportions from 39 per cent in 1955, to 44 per cent in 1958 reaching 46 per cent in 1963. Within this group exports of machinery formed 24 per cent of our total exports in 1958 and by 1963 had reached nearly 29 per cent but fell back to less than 28 per cent last year.

Exports of road motor vehicles have continued in increase their share. This was 11 per cent of our exports in 1958 and has increased annually (apart from a setback in 1961) until in 1964 they reached 13 per cent of the total.

Exports of aircraft and aircraft engines which had formed nearly 5 per cent of our exports in 1958 had by 1963 declined to less than 3 per cent and in 1964 the proportion had fallen further to about 2 per cent. Exports of ships and boats are liable to large year to year variations; they formed 2 per cent of our exports in 1958; nearly 2 per cent in 1960, and in the three years 1962-64 they accounted for about 1 per cent.

The proportion accounted for by exports of chemicals has been steadily rising since 1958, when it was 8½ per cent, reaching 9 per cent in 1963 and nearly 10 per cent in 1964.

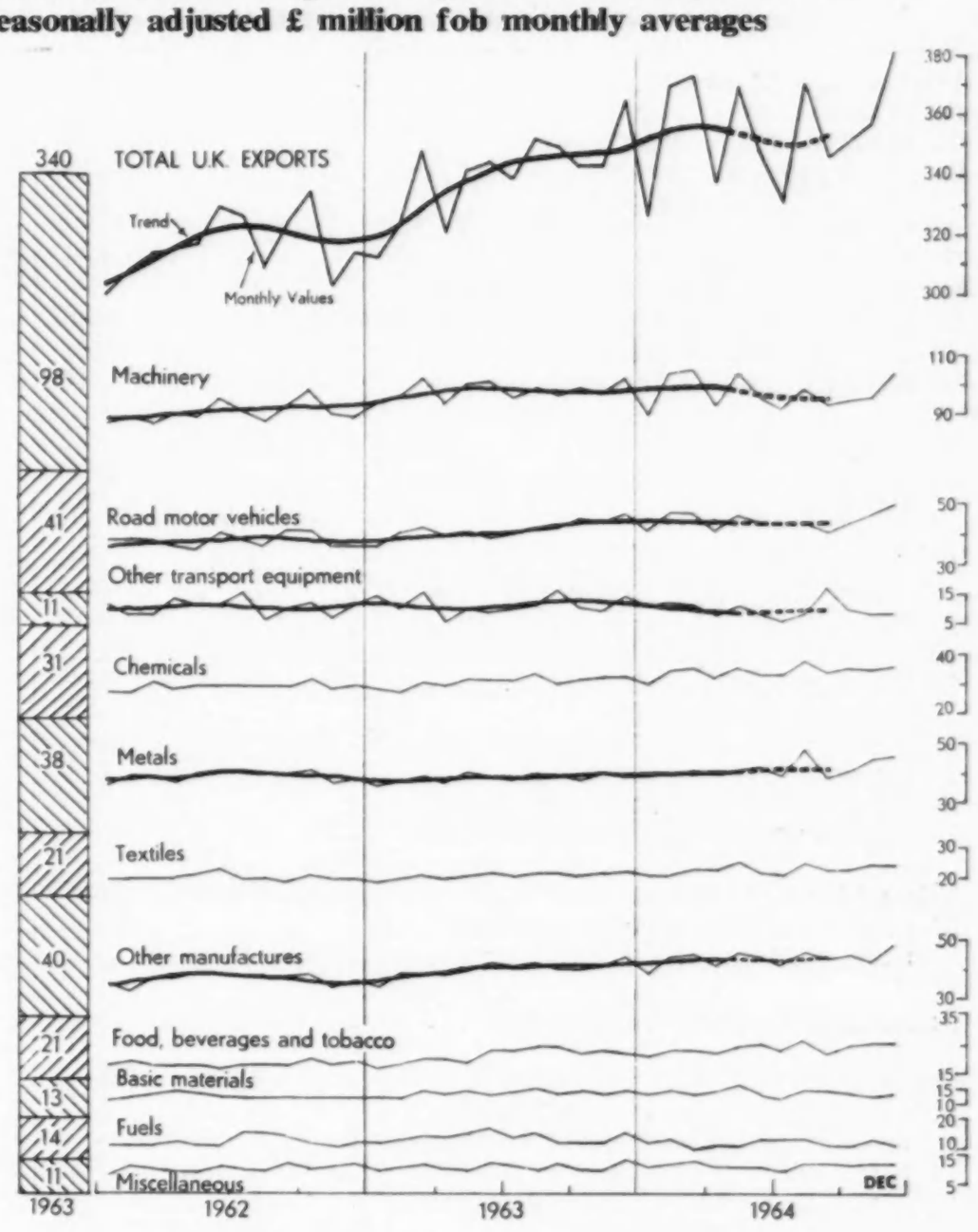
The share of exports attributable to textiles (including wool tops) has shown very little change over the last few years. It remained just under 7½ per cent in the years 1962-64 after a longer term decline from 12 per cent in 1955 and 9 per cent in 1958.

Exports of petroleum, which have formed about 3 per cent of our exports in the years since 1958, accounted for just under this percentage in 1964. Exports of food, beverages and tobacco, 6 per cent of our exports in 1958, increased to about 6½ per cent by 1964.

Engineering products

The growth in exports of engineering products slackened off in 1964. Annual values and relative changes in these classes of exports

Table 5. United Kingdom exports: commodity classes
Seasonally adjusted £ million fob monthly averages



	1960	1961	1962	1963	1964	1963		1964		
	Year	Year	Year	Year	Year	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Food, beverages and tobacco .	17	18	18	21	24	22	22	23	23	25
Basic materials .	11	11	12	13	13	14	13	14	12	13
Fuels . . .	11	10	12	14	12	13	12	12	11	12
Manufactures .	247	257	263	281	295	290	293	291	291	300
Machinery and transport equipment .	128	135	138	151	152	156	157	150	148	154
Machinery .	77	88	91	98	98	100	100	97	95	98
Road motor vehicles .	37	32	38	41	45	45	45	44	43	47
Other transport equipment .	13	15	10	11	10	11	11	9	10	9
Chemicals .	27	27	29	31	34	32	33	33	35	35
Metals and misc. metal mfrs. .	38	39	39	38	42	39	40	41	42	43
Textiles . .	21	21	20	21	23	22	22	23	23	24
Other mfrs. .	33	35	37	40	44	42	42	43	43	45
Miscellaneous .	11	10	10	11	11	11	12	11	11	12
Total . . .	296	307	316	340	355	350	356	352	349	363

are shown at Table 8. After strong increases in recent years—6 per cent in 1961, interrupted by a more modest 2 per cent rise in 1962 and followed by a 9 per cent rise in 1963—exports of engineering products were only slightly higher (about 2 per cent) in 1964. Most of this increase was in the first quarter, after which they remained fairly flat. This easing in the rate of growth in 1964 has coincided with a slower growth in output of the engineering industries after the big rise in 1963 and strong growth of capital investment in plant and machinery in the home economy. Exports of both electric and non-electrical machinery have risen in each of the previous three years but this year exports of electric

(*Text continued on page* 217)

Imports and United Kingdom exports

Table 6. Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	1st qtr. 1964	2nd qtr. 1964	3rd qtr. 1964	4th qtr. 1964	1st qtr. 1964	2nd qtr. 1964	3rd qtr. 1964	4th qtr. 1964
0. Food and Live Animals . . . . . Total	437·0	411·2	384·0	392·4	39·8	40·2	37·9	41·3
00 Live animals	17·4	13·5	14·1	13·5	7·3	9·0	7·3	8·7
01 Meat and meat preparations	88·8	86·6	102·8	90·7	3·8	2·9	2·1	2·0
02 Dairy products and eggs	55·9	49·5	47·7	61·3	2·0	2·3	2·4	2·0
03 Fish and fish preparations	20·5	12·7	15·3	18·6	1·9	1·9	1·8	2·6
04 Cereals and cereal preparations	59·4	57·6	50·7	51·4	4·7	4·6	4·3	5·3
05 Fruit and vegetables	69·1	85·8	63·7	65·1	2·9	1·7	1·7	4·0
06 Sugar, sugar preparations and honey . . .	57·8	41·7	26·8	17·9	10·4	12·1	12·3	8·7
07 Coffee, cocoa and preparations, tea and spices . .	44·0	41·3	37·2	46·4	2·9	2·3	2·8	4·1
08 Feeding stuff for animals	16·7	14·3	17·3	19·3	1·1	0·8	0·9	1·1
09 Miscellaneous food preparations	7·4	8·1	8·3	8·3	2·8	2·6	2·2	2·7
1. Beverages and Tobacco . . . . . Total	26·2	28·1	43·3	51·1	24·6	28·7	29·8	40·6
11 Beverages	10·9	14·9	16·9	15·0	20·6	24·8	25·6	35·9
12 Tobacco	15·3	13·3	26·4	36·1	4·1	3·9	4·2	4·7
2. Crude Materials, Inedible . . . . . Total	265·1	266·4	259·0	275·1	41·8	43·2	31·9	35·7
21 Hides, skins and fur skins, undressed . . .	19·4	12·6	10·9	14·3	1·6	1·4	1·0	1·1
22 Oil seeds, oil nuts and oil kernels	10·9	12·1	10·2	14·6	0·0	0·0	0·1	0·1
23 Crude rubber (including synthetic and reclaimed) .	13·1	11·5	12·4	13·5	2·4	2·3	2·1	2·7
24 Wood, lumber and cork	35·1	50·2	72·5	60·4	0·2	0·1	0·0	0·1
25 Pulp and waste paper	34·1	33·5	32·3	37·5	0·6	0·5	0·4	0·5
26 Textile fibres, not manufactured and their waste .	88·8	80·2	48·7	59·5	27·0	28·9	20·2	21·9
27 Crude fertilizers and minerals	10·7	10·6	12·1	11·7	4·6	4·7	4·5	5·1
28 Metalliferous ores and metal scrap	39·7	46·3	48·2	50·9	4·3	4·4	2·9	2·8
29 Crude animal and vegetable materials . . .	13·2	9·4	11·7	12·8	1·0	0·8	0·7	1·3
3. Mineral Fuels, Lubricants, etc. . . . . Total	145·3	152·2	140·9	146·6	36·9	34·3	31·0	36·5
33 Petroleum and petroleum products	144·8	151·7	140·6	146·0	25·2	25·0	22·9	28·0
Coal, coke, gas and electric energy	0·5	0·5	0·4	0·6	11·7	9·4	8·1	8·6
4. Animal and Vegetable Oils and Fats . . . Total	10·4	16·1	12·0	15·1	1·2	1·4	1·4	1·8
5. Chemicals . . . . . Total	62·4	63·3	62·9	63·9	101·5	103·7	100·0	106·9
51 Chemical elements and compounds	23·2	24·9	25·8	25·8	26·4	26·7	24·7	25·7
53 Dyeing, tanning and colouring materials . . .	3·8	4·2	3·9	3·5	13·1	13·9	13·4	13·8
54 Medical and pharmaceutical products . . .	1·8	1·9	1·7	1·7	14·9	14·5	14·1	15·6
55 Essential oils and perfume materials . . .	3·8	3·9	3·6	3·4	9·0	9·2	8·9	9·5
56 Fertilizers, manufactured	6·2	4·0	4·1	4·5	1·2	1·3	1·8	1·6
58 Plastic materials and artificial resins . . .	13·6	13·9	13·3	13·6	17·8	18·4	18·6	19·8
All other chemical materials and products . .	10·0	10·6	10·5	11·5	19·1	19·7	18·6	20·8
6. Manufactured Goods Classified Chiefly by Material . Total	222·5	231·1	226·6	240·5	240·6	252·4	229·4	260·6
61 Leather, leather manufactures and dressed furs . .	7·8	7·9	7·0	6·8	7·6	7·6	6·6	7·7
62 Rubber manufactures, n.e.s.	2·6	3·0	3·0	3·2	12·3	12·7	11·0	12·5
63 Wood and cork manufactures (excluding furniture) .	15·3	16·8	16·3	17·3	1·5	1·5	1·3	1·4
64 Paper, paperboard and manufactures thereof . .	32·6	33·9	33·9	32·1	12·1	12·3	11·2	12·6
65 Textile yarn, fabrics and articles	43·2	46·7	44·7	42·5	67·6	70·8	64·9	72·2
66 Non-metallic mineral manufactures	6·8	7·7	7·9	7·8	18·3	19·5	17·6	20·1
67 Iron and steel	34·6	28·7	21·8	21·1	52·2	56·3	52·2	57·1
68 Non-ferrous metals	70·5	76·4	82·4	99·3	32·9	34·9	32·0	38·6
69 Manufactures of metal, n.e.s.	9·2	20·1	9·7	10·4	36·0	36·9	32·7	38·3
7. Machinery and Transport Equipment . . . Total	136·4	141·8	128·1	138·8	486·8	478·5	405·3	455·3
71 Machinery other than electric	79·3	88·0	81·5	87·6	231·7	226·6	188·1	211·8
72 Electrical machinery, apparatus and appliances .	27·3	30·3	29·9	30·4	81·1	80·1	72·5	81·3
73 Transport equipment	29·8	23·4	16·6	20·8	174·0	171·8	144·7	162·3
8. Miscellaneous Manufactured Articles . . . Total	71·5	79·4	73·5	68·6	74·2	77·5	78·1	86·0
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·5	1·6	1·6	1·5	2·6	2·7	2·6	3·1
82 Furniture	2·0	2·2	2·0	2·1	3·1	3·2	2·9	3·4
83 Travel goods, handbags and similar articles . .	0·9	1·0	1·0	1·0	0·6	0·7	0·8	0·8
84 Clothing	19·7	18·9	18·9	15·8	10·0	8·7	12·3	12·7
85 Footwear	7·4	6·6	5·6	4·0	3·2	2·7	4·0	4·3
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	14·9	18·2	16·8	16·3	22·0	23·9	20·1	22·7
89 Miscellaneous manufactured articles, n.e.s. . .	25·2	30·9	27·7	27·9	32·7	35·5	35·4	39·0
5-8 Manufactured Goods . . . . . Total	492·8	515·5	491·0	511·9	903·0	912·1	812·8	908·9
9. Commodities and Transactions not Classified according to Kind . . . . . Total	4·4	4·0	6·2	10·3	33·1	31·2	30·4	42·5
TOTAL ALL SECTIONS	1,381·1	1,393·4	1,336·6	1,402·5	1,080·4	1,091·1	975·2	1,107·5

machinery fell and exports of non-electric machinery remained practically unchanged. Exports of cars continued to increase, as they have done since 1962, and are now very much in excess of the peak previously reached in 1960. Their growth between 1963 and 1964 amounted to £39 million and constituted the major component of expansion within the group. Exports of ships and boats, which started to rise again in 1963 after the sharp decline in 1962, were again reduced last year. Exports of professional and scientific instruments, on the other hand, continued the rapid expansion which has been taking place in recent years. The trends in exports of engineering products during 1964 are included in the analysis at Table 6.

Machinery

The value of exports of machinery other than electric in 1964 remained at about the same level following increases of 7 per cent in 1963 and 2 per cent in 1962. Within this group the only increases last year were in exports of internal combustion engines other than aircraft engines, and mechanical handling equipment, construction and mining machinery and machine tools. These increases shown for the foregoing classes of machinery were more than offset by lower exports of certain other classes of machinery. Machine tools were not growing nearly so rapidly as they had been doing in the previous year; the increase was down to 1 per cent after being in the region of 20 per cent each year since 1961. The decline in exports of boilerhouse plant, which started last year after moderate increases in the previous two years, continued in 1964; they were 4 per cent less than they were in 1963. Aircraft engines showed, for the third successive year, a substantial reduction (22 per cent); in 1963 they fell by 27 per cent, and in 1962 by over a third. Exports of tractors, which had been steadily increasing at a rate of about 8 per cent, fell last year by 4 per cent. Most other types of non-electrical machinery were little changed.

Exports of electrical machinery and apparatus did not continue to grow in 1964; they had been expanding rapidly in recent years with an 11 per cent rise in 1963 over 1962 and a 6 per cent rise in 1962 over 1961. Last year, however, they fell by 2 per cent, compared with 1963. There was a reduction of 9 per cent in the combined value of exports of generators, motors, convertors, transformers, etc., after increases of between 4 and 6 per cent in 1962 and 1963. Domestic electric equipment was also reduced, the decrease being in exports of washing machines. The value of exports of electric wires and cables continued to rise with a 2 per cent increase over 1963, the increase being entirely in the second half of the year.

Scientific instruments

Exports of scientific instruments, including photographic goods and watches and clocks, continued to expand vigorously at a rate nearly reaching that of 1963; they were 18 per cent more in 1964 than in 1963 after an increase of 20 per cent in 1963 and 12 per cent in 1962.

Road motor vehicles

The value of exports of road motor vehicles increased substantially last year. It was some 8 per cent higher than in 1963, and nearly a quarter as much again as in 1960; most of the increase in 1964 was to Western Europe and the United States. Exports of cars increased by 8 per cent and were 14 per cent higher than in 1960. Exports of commercial vehicles continued the recovery begun last year when they were 8 per cent more than in 1962; in 1964 they were 3 per cent more. There was a fall of 6 per cent in exports of aircraft, which resumed the decline of recent years after the interruption in 1963 (when they increased by 13 per cent). There was a reduction of over a quarter in exports of ships and boats after the partial recovery in 1963; this brought them, in 1964, down to only one-third of the peak figure reached in 1961.

Chemicals

Exports of chemicals (see Tables 6 and 9) continued to increase in 1964. They increased moderately in the first half year and by the second half were 11 per cent more than in the second half of 1963. The increase on the whole of 1963 was 12 per cent. There has been continued growth in these exports since 1958. The increase was spread over all kinds of chemicals. One of the biggest increases was in exports of plastics materials, which in 1964 were 16 per cent more than in the previous year, after increases of 19 per cent in 1963 and 11 per cent in 1962. Exports of dyeing and tanning materials, with a 13 per cent increase, grew well in excess of the 1962 rate. Chemical elements and compounds with an increase of 11 per cent were rising at about the same rate as in 1963. Exports of medicinal and pharmaceutical products rose 10 per cent and those of essential oils, etc., by 8 per cent, the former recovering after a fall of 4 per cent in 1963 and the latter continuing the recovery begun in that year.

Other manufactures

The values of exports of other manufactures in recent years are

Table 7. Composition of United Kingdom exports per cent.

	1958	1960	1962	1963	1964
Engineering products	44·0	44·5	45·5	46·1	45·0
Machinery	24·4	26·1	28·7	28·9	27·6
Road motor vehicles	11·2	12·5	11·9	12·2	12·7
Aircraft, aircraft engines	4·5	3·8	2·8	2·7	2·1
Ships and boats	2·0	1·5	1·0	1·0	0·7
Professional, scientific and controlling Instruments	1·3	1·4	1·7	1·8	2·1
Metals	13·3	12·9	12·4	11·3	11·8
Textiles (inc. wool tops)	9·1	8·4	7·3	7·3	7·4
Chemicals	8·3	9·0	9·1	9·0	9·7
Other manufactures	9·7	9·8	9·9	9·9	10·2
Coal, coke	1·0	0·8	0·8	1·2	0·9
Petroleum products	3·1	2·9	3·0	2·9	2·4
Food, beverages and tobacco	6·1	5·7	5·8	6·3	6·7
Other	5·4	6·0	6·2	6·1	6·1

Table 8. Engineering products

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Machinery and transport equipment	1,660·5 (+ 2)	1,807·7 (+ 9)	1,825·9 (+ 1)
Machinery other than electric	799·7 (+ 2)	859·5 (+ 7)	858·1 (— 0)
Boilers, auxiliary plants and steam engines	32·3 (+ 3)	25·4 (—21)	25·4 (— 0)
Aircraft engines, new	21·7 (—35)	15·9 (—27)	12·4 (—22)
Other internal combustion engines	74·2 (— 5)	80·3 (+ 8)	87·3 (+ 9)
Tractors and parts	126·5 (+ 8)	139·8 (+10)	134·6 (— 4)
Office machinery	33·4 (+14)	39·6 (+19)	40·1 (+ 1)
Machine tools (2)	38·0 (+22)	45·9 (+21)	46·1 (+ 0)
Textile machinery	62·9 (+ 1)	64·0 (+ 2)	64·1 (+ 0)
Construction and mining machinery (2)	47·3 (+13)	56·8 (+20)	58·9 (+ 4)
Mechanical handling equipment (2)	26·7 (+ 8)	31·1 (+16)	34·2 (+10)
Electric machinery, apparatus and appliances	286·9 (+ 6)	318·1 (+11)	315·0 (— 1)
Generators, motors, converters, transformers and rectifiers (2)	43·8 (+ 4)	46·3 (+ 6)	42·2 (— 9)
Switchgears, starting and controlling gear, etc.	21·8 (— 7)	24·1 (+11)	22·8 (— 5)
Electric wires and cables	24·7 (+ 6)	31·8 (+29)	32·3 (+ 2)
Telecommunications apparatus	73·2 (+10)	78·2 (+ 7)	80·3 (+ 3)
Domestic electrical equipment (2)	31·7 (+ 0)	35·6 (+12)	34·9 (— 2)
Road motor vehicles (1)	452·8 (+17)	496·8 (+10)	538·4 (+ 8)
Cars and chassis (2)	215·5 (+46)	237·3 (+10)	256·8 (+ 8)
Commercial vehicles and chassis (2)	111·5 (— 7)	120·4 (+ 8)	124·3 (+ 3)
Aircraft and parts	41·1 (—30)	46·3 (+13)	43·3 (— 6)
Ships and boats	36·4 (—59)	42·4 (+16)	30·0 (—29)
Professional, scientific and controlling instruments, etc.	63·0 (+12)	75·3 (+20)	88·7 (+18)
Engineering products	1,723·4 (+ 2)	1,882·9 (+ 9)	1,914·6 (+ 2)

(1) Including tractor parts.
(2) Figures for 1962 not entirely comparable.

shown at Table 9 and for the quarters of 1964 in Table 6. Exports of textile manufactures showed an increase of 8 per cent in 1964 and exceeded the figure reached in 1960, the last year there was an increase before the present recovery began in 1963. Much of the expansion has been in exports of man-made fibre yarns and woven fabrics which in 1964 were over 20 per cent higher, a rate of increase which has persisted since 1962. Exports of wool yarns and woven fabrics have also continued to increase; they were 5 per cent more in 1964 than they were in 1963 and exceeded 1960 by 4 per cent. The fall in exports of cotton yarns seems to have been arrested; in 1964 these exports were about 1 per cent more than in the previous year after continuously falling since 1960. Exports of wool tops (included in the Trade and Navigation Accounts under Crude Materials) fell back in 1964 by 10 per cent, reflecting lower prices.

There was an increase in 1964 of 8 per cent in exports of metals (including silver). The value of exports of iron and steel increased by 6 per cent over 1963 and exceeded the peak total reached in 1960 by 1 per cent. Exports of bars and rods rose by 6 per cent and plates and sheets by 1 per cent. Exports of non-ferrous metals began to increase again after the sharp fall in 1963. They were 11 per cent more than in 1963 and 5 per cent higher than in 1962. There were again increased exports of platinum; exports of copper were 9 per cent more than in 1963 after the sharp fall from the level in 1962. The value of exports of tin remained about the same, with the quantity exported lower but prices higher than in 1963. There were further reductions in exports of aluminium; the value falling by 5 per cent after a 3 per cent fall in the previous year. There were also substantial increases in a number of miscellaneous manufactures of metals such as cutlery, which rose by some 17 per cent in 1964, and exports of finished structural parts (girders, prefabricated buildings, windows, etc.) were over 20 per cent more than they had been in the previous year.

Exports of rubber manufactures, which had been fairly steadily increasing in recent years, fell by 2 per cent in 1964; they had risen 4 per cent in 1963 after little change in 1962. Exports of paper rose modestly (3 per cent) in 1964 after a very substantial increase of 10 per cent the previous year. After little change in value between 1962 and 1963, exports of pottery increased sharply, by 11 per cent, in 1964. There was an increase of 22 per cent in exports of glass; these had been reduced by 7 per cent the previous year.

Exports of clothing and footwear, although they suffered a slight setback in the first half of 1964, increased by 11 per cent for the year as a whole. Exports of printed matter continued to expand rapidly. In 1964 they were 9 per cent more than they had been in 1963 which in turn was 15 per cent more than in the previous year.

Other exports

The annual comparisons for other exports are shown at Table 10. Exports of food and live animals rose 13 per cent in 1964 after a substantial increase (27 per cent) in 1963, following very little change in the previous two years. Most of the increase in value in 1964 was in exports of sugar; larger quantities were shipped at higher prices. The value in 1964 was 12 per cent more than in 1963 but prices were falling again in the second half year. Exports of meat continued to rise and their value was nearly 45 per cent more. Exports to France alone more than doubled. There was a fall of 17 per cent in exports of cereals and cereal preparations, mostly in exports of barley which have been declining since they reached a peak in 1962. There was a further increase in exports of beverages and tobacco. The total value for these goods was 8 per cent more after slightly smaller increases in 1962 and 1963. Exports of whisky were up 9 per cent, a slower rate of expansion than the average for the last three years.

Exports of basic materials (including wool tops), which have been expanding at a moderate rate in recent years, did not continue

Table 9. Other manufactures

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Chemicals	343·7 (+ 5)	368·0 (+ 7)	412·2 (+12)
Chemical elements and compounds	82·9 (+ 8)	92·9 (+12)	103·5 (+11)
Dyeing, tanning and colouring materials	45·8 (— 4)	47·8 (+ 4)	54·2 (+13)
Medicinal and pharmaceutical products	56·1 (+ 3)	53·9 (— 4)	59·2 (+10)
Essential oils, toilet, polishing and cleansing preparations	33·0 (— 1)	33·8 (+ 3)	36·6 (+ 8)
Plastics materials	53·8 (+11)	64·1 (+19)	74·6 (+16)
Manufactured goods classified chiefly by material	899·1 (+ 1)	912·7 (+ 2)	983·0 (+ 8)
Rubber manufactures	47·3 (+ 1)	49·3 (+ 4)	58·5 (— 2)
Paper	42·5 (+ 3)	46·9 (+10)	48·3 (+ 3)
Textile manufactures	245·0 (— 1)	254·1 (+ 4)	275·4 (+ 8)
Wool yarns and woven fabrics	80·4 (— 2)	85·2 (+ 6)	89·4 (+ 5)
Cotton yarns and woven fabrics	46·5 (—18)	43·8 (— 6)	44·1 (+ 1)
Man-made fibre yarns and woven fabrics	39·0 (+24)	47·9 (+23)	58·5 (+22)
Miscellaneous textile manufactures	79·1 (+ 4)	77·1 (— 2)	83·4 (+ 8)
Wool tops	33·8 (—15)	42·8 (+27)	38·4 (—10)
Pottery and glass	35·0 (+ 5)	36·0 (+ 3)	41·3 (+15)
Metals	469·4 (+ 1)	461·6 (— 2)	500·1 (+ 8)
Iron and steel	200·1 (— 5)	204·5 (+ 2)	217·7 (+ 6)
Non-ferrous metals	131·6 (+ 8)	124·3 (— 6)	138·4 (+11)
Miscellaneous metal manufactures	137·6 (+ 4)	132·8 (— 4)	144·0 (+ 8)
Miscellaneous manufactured articles	253·5 (+ 7)	280·4 (+11)	315·8 (+13)
Clothing and footwear	47·2 (+ 4)	52·4 (+11)	58·0 (+11)
Printed matter	36·9 (+ 6)	42·6 (+15)	46·5 (+ 9)

Table 10. Other exports

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Food and live animals	111·3 (+ 2)	140·8 (+27)	159·2 (+13)
Cereals and cereal preparations	22·8 (+21)	22·8 (— 0)	19·0 (—17)
Sugar and sugar preparations	20·0 (— 6)	38·7 (+93)	43·5 (+12)
Beverages and tobacco	109·0 (+ 5)	115·0 (+ 6)	123·8 (+ 8)
Whisky	80·9 (+ 9)	84·8 (+ 5)	92·3 (+ 9)
Crude materials (including wool tops) and animal and vegetable oils and fats	146·9 (+ 8)	160·9 (+10)	158·4 (— 2)
Mineral fuels, lubricants and related materials	146·2 (+18)	164·7 (+13)	138·8 (—16)
Coal, coke and briquettes	31·2 (+ 6)	47·8 (+53)	36·9 (—23)
Petroleum products	99·8 (+16)	97·7 (— 2)	90·1 (— 8)

Table 11. Selected re-exports

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Tea	9·9 (+11)	9·6 (— 3)	10·8 (+13)
Beverages	7·2 (— 6)	6·1 (—16)	6·5 (+ 8)
Fur skins, undressed	27·2 (+26)	31·2 (+15)	25·8 (—17)
Rubber	18·3 (—37)	9·9 (—46)	3·2 (—68)
Sheep's and lambs' wool, raw	7·7 (—16)	6·5 (—16)	5·2 (—21)
Petroleum and petroleum products	1·6 (+37)	2·0 (+26)	1·1 (—43)
Chemicals	4·3 (— 6)	4·1 (— 4)	5·9 (+44)
Leather, leather manufactures and dressed furs	2·8 (— 1)	3·5 (+23)	2·8 (—20)
Non-ferrous metals	15·4 (+24)	12·0 (—22)	12·3 (+ 2)
Aircraft engines	10·5 (+53)	10·9 (+ 4)	12·5 (+14)
Electric machinery, appartaus, etc.	6·5 (+ 9)	8·1 (+26)	8·4 (+ 3)
Works of art	2·6 (—50)	4·4 (+67)	4·9 (+13)

to grow in 1964; they fell by about 2 per cent. There were reductions in exports of raw wool, wool waste, iron ore and concentrates, which more than offset increases in the value of undressed hides and skins, synthetic rubber, discontinuous man-made fibres and crude fertilizers.

Exports of fuels, which were at a peak in the first half of 1963, have since fallen and in 1964 they were 16 per cent less than they had been in the previous year, and 5 per cent lower than in 1962. Exports of coal and coke fell by 23 per cent after the substantial increase of over 50 per cent in the previous year. The expansion in exports of coal to France and the Netherlands was not maintained in 1964. There were reduced exports, too, of petroleum products; these fell by 8 per cent, both motor spirits and fuel oils being less.

Re-exports

Total re-exports in 1964, valued at £153 million showed very little change from the 1963 total of £154 million. There was some significant variation between the years with big falls in the values of some traditionally important staples, offset by higher re-exports of manufactured goods.

Re-exports of undressed furskins fell by £6 million compared with 1963, mainly because of reduced shipments to Western Germany and Italy. Re-exports of rubber were also lower, by £7 million. Transhipments of rubber tend to fluctuate widely from year to year and in 1964 the total value fell to £3 million from £18 million in 1962 and £10 million in 1963. There were also falls in re-exports of raw wool, petroleum and petroleum products, but re-exports of food increased by £3 million, of which £1 million was for re-exports of meat.

Offsetting the decreases in commodities in 1964 were higher values of re-exports of non-electric machinery, which increased by £4 million, and smaller increases in office machinery and machine tools. Re-exports of chemicals increased by £2 million (mainly in chemical elements and compounds). Re-exports of textile goods increased by £2 million but the value of transhipments of non-ferrous metals showed little change from the previous year.

Commodity pattern of imports

Imports in 1964

The continued fast growth rate in imports of industrial materials contributed substantially to the high level of imports in 1964, as it had done in 1963 when the present expansionary phase began. There was a strong increase in the first half of last year, and after a pause in the third quarter the rise was resumed in the fourth. Of the 20 per cent increase in value between the years 1963 and 1964, about three-quarters was due to a greater volume of arrivals and the remainder to higher prices. There were substantial increases in both basic materials and semi-manufactures during the year. Imports of basic materials, after a sharp rise at the turn of the year, remained steady during the first half-year and then fell back a little before rising sharply again in the fourth quarter. Imports of semi-manufactures continued to increase throughout 1964, though at a slower rate in the second half-year. A sizeable part of the increase in basic materials was in imports of timber, the value of which was nearly £50 million higher, reflecting a 20 per cent increase in volume. There was also a substantial increase, of £48 million, in imports of chemicals, which had been rising steadily until the third quarter but which eased back in the closing months of the year. Other semi-manufactures increased throughout the year.

Imports of food are particularly subject to short term changes; and the quarterly values have fluctuated markedly throughout 1964; but for the year as a whole the value increased by 6 per cent (£100 million). Higher imports of meat contributed well over half of the higher value of food imports last year; they increased strongly up to the third quarter and then eased back a little in the fourth quarter but were still at a high level and 15 per cent more than a year earlier. Imports of dairy produce continued to increase throughout the year. Imports of cereals and foodstuffs were declining throughout 1964 from the high end-1963 levels. Imports of fruit and vegetables fell back in the fourth quarter of last year after a sizeable increase in the third, following a period of little change. Against the generally rising trend of food imports, the value of sugar imports declined during 1964 mainly due to lower prices. Imports of beverages have been increasing though with some temporary pauses over the last three years. They continued growing strongly up to the third quarter of last year and then eased back a little. Tobacco imports fell back a little in the middle of the year, but recovered in the fourth quarter to a level a little higher than a year earlier.

Imports of finished manufactures were, by the fourth quarter of 1964, 21 per cent higher than they had been in the corresponding quarter a year earlier. They had risen sharply in the first half of 1964, partly because of the arrival of two large ships in the first quarter, after steady increases throughout 1963; but there has been a slight easing back in both the third and the fourth quarters, though the values remained close to the high average of £71 million a month reached in the second quarter. Imports of capital goods, which comprise two-thirds of our imports of finished manufactures, continued to rise rapidly last year mainly due to higher imports of machinery and instruments. Imports of consumer goods fell in the fourth quarter after rising in the earlier part of last year.

The pattern of imports has been changing gradually but significantly over the years. The most rapid change in recent years has been in finished manufactures; in 1964 they accounted for about 15 per cent of the total import bill. About two-thirds of finished manufactures imports are capital goods and about one-third consumer goods. The proportion of home demand for consumer goods met by imports is small but that for capital goods is more substantial. There has also been rapid growth in imports of capital goods into other major industrial countries in recent years.

The bigger aggregates have been moving more slowly. In fact, industrial materials (the combined total of basic materials and manufactures chiefly for further processing) have remained a fairly stable proportion of total imports, though with sizeable variation in individual years depending on the behaviour of prices and stockbuilding as well as the surges and pauses in the growth of industrial production. In 1964 the proportion was 41 per cent. Within the broad category of industrial materials there is a clear shift from basic materials to semi-manufactures, reflecting the gradually changing pattern of industry with its smaller usage of materials in their natural form and greater usage of partly manufactured materials and synthetics. In 1964 the proportion of semi-manufactures exceeded that for basic materials for the first time.

Imports of minerals, fuels and lubricants (mainly petroleum and petroleum products) have been a variable proportion of total imports in recent years, accounting for between 10½ and 12 per cent. There has been a rapid growth in volume but, tending to offset this, a sizeable decline in c.i.f. prices.

The main declining category has been food, beverages and tobacco. The proportion in individual years varies under the influence of such factors as food prices and crop variations, but over the years the proportion has clearly been falling in value and volume terms. In 1964 the proportion of the total import bill was 32 per cent by value.

Food, beverages and tobacco

The value of imports of food, beverages and tobacco in 1964 was over 6 per cent higher than in 1963. This partly reflected higher prices for some commodities, especially of meat, but volume

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was also higher, it rose by nearly 3 per cent in 1964; in 1963 it had fallen rather more than 1 per cent after rising 4 per cent in the previous year. Imports of food and live animals were £100 million (7 per cent) more in 1964 than in 1963. There was a particularly large increase in imports of meat, with both quantity and price increasing; the value was £56 million (18 per cent) higher than in 1963 after not much change in the previous year and a 2 per cent increase in 1962. The value of imports of beef and veal rose £21 million (32 per cent). Mutton and lamb £8 million (14 per cent) and bacon £12 million (12 per cent). Imports of live animals rose sharply by £8 million (16 per cent). There was a rise of £22 million (16 per cent) in imports of butter, with prices higher and the quantity increased by 12 per cent. Imports of cereals and feeding stuffs for animals rose £8 million (3 per cent) after falling 11 per cent in 1963 from the abnormally high level of 1962. Imports of fruit and vegetables rose again slightly (1 per cent); they had fallen, too, in 1963 after an exceptionally high increase in 1962. There was an increase of about a third in imports of fish the value of which was about £17 million. There were again very large imports of canned salmon, mainly from Japan; these imports had been lower in 1963 than they had been in 1962.

Imports of some other foodstuffs were sharply reduced in 1964. Imports of raw sugar were £24 million (15 per cent) less by value and 6 per cent less by weight; the price of sugar was falling since the beginning of the year. There was a 4 per cent fall in the value of tea imports after very little change for the last three years. Imports of cocoa beans were reduced by 26 per cent; the reduction was mainly from Ghana, with imports from Nigeria continuing to increase.

There was a rise of £7 million (about 13 per cent) in imports of beverages in 1964, including an increase in wines from France of 17 per cent. On the other hand, imports of tobacco were much reduced in 1964 [by £8 million (9 per cent)] and were nearly 12 per cent below the rate reached in 1960 when they started to decline.

Industrial materials

Imports of industrial materials (i.e. crude materials and manufactures largely for further processing) which had begun to rise again in 1963 after declining in the two previous years, rose strongly during the first half of 1964 (associated with large increase in the scale of stockbuilding). They increased more slowly in the second half year and in the year as a whole were £385 million (20 per cent) more than they had been in 1963.

Imports of crude materials rose by 13 per cent. There was a substantial increase in imports of timber (28 per cent) after a moderate increase in 1963; the rise was in imports of sawn softwood. There was a rise of just under 20 per cent in imports of woodpulp. Imports of raw wool began to fall after the last quarter in 1963 and have since levelled out, but in 1964, with higher average prices, were 4 per cent more in value than they had been in 1963, though they were reduced in quantity. There was a substantial increase, too, in imports of raw cotton; these had been fairly steady for the previous two years but in 1964 were £5 million (9 per cent) more than in 1963, a large part of the increase coming from the United States. Imports of iron ore were substantially higher in 1964 than they had been at any time since 1960. They were £18 million (27 per cent) up on 1963 and 30 per cent up by weight. Imports of some other basic materials, on the other hand, were reduced; there was a reduction of £5 million (about 9 per cent) in imports of oil seeds and of about £2 million (3 per cent) in imports of undressed hides and skins (the decline being in fur skins, imports of other skins rose) and in imports of crude rubber largely from Malaysia.

Table 12. Composition of imports

per cent

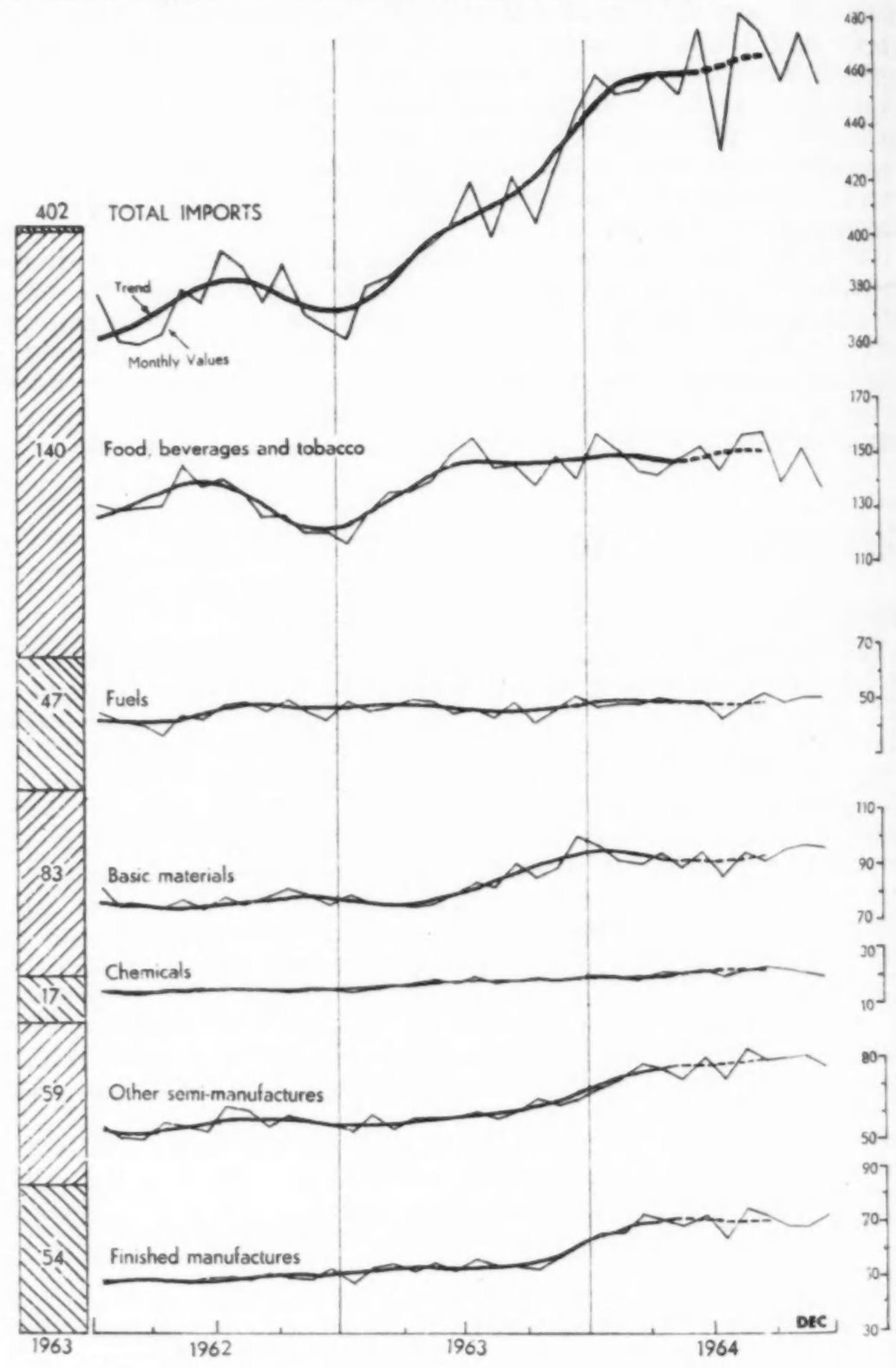
	1958	1960	1962	1963	1964
Food, beverages and tobacco	39·7	33·9	35·0	34·8	32·2
Basic materials	24·2	23·8	20·6	20·6	20·3
Minerals, fuels and lubricants	11·7	10·6	11·9	11·6	10·6
Manufactures chiefly for further processing	16·0	20·0	18·7	19·0	21·3
Finished manufactures	8·1	11·4	13·4	13·5	15·2
Miscellaneous	0·3	0·3	0·4	0·4	0·5

Table 13. Volume of imports

(1961 = 100)

	1958	1960	1962	1963	Jan-Nov. 1964
Total	84	102	103	107	119
Food, beverages and tobacco	98	100	104	102	105
Basic materials	92	107	96	101	108
Minerals, fuels and lubricants	76	96	112	120	129
Manufactured goods	67	103	104	113	139

Table 14. Imports: commodity classes
Seasonally adjusted £ million cif monthly averages



	1960	1961	1962	1963	1964	1963	1964			
	Year	Year	Year	Year	Year	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Food, beverages and tobacco	128	124	131	140	148	143	150	147	152	142
Fuels	40	40	44	46	49	46	48	50	48	51
Basic materials	90	84	77	83	93	91	93	93	90	96
Chemicals	15	14	14	17	21	19	20	21	22	21
Other semi-manufactures	61	56	56	59	77	64	73	76	78	79
Finished manufactures	43	46	50	54	70	57	68	71	70	69
Miscellaneous	1	1	1	2	2	2	1	1	2	3
Total	378	366	374	401	459	423	453	461	461	462

Imports of semi-manufactures (chemicals and 'manufactured goods classified chiefly by material') rose substantially during 1964, though more slowly in the second half year. Between 1963 and 1964 there was a rise of £47 million (23 per cent) in imports of chemicals, almost all kinds of which grew strongly. Imports from Canada, Western Germany and the United States were very much higher. There were greater quantities of iron and steel imported in 1964 and, with higher prices, were nearly £31 million (42 per cent) higher. Within the non-ferrous metals group, which rose £94 million (40 per cent), imports of silver bullion were nearly trebled (up by £21 million) and imports of copper rose £18 million (15 per cent). Imports of newsprint, paper and board rose 16 per cent following an 8 per cent increase in 1963 and a 6 per cent increase in 1962. There was an increase of £12 million (19 per cent) in imports of cotton yarns and fabrics, continuing the growth which was resumed in 1963 after the fall in the previous year; most of the rise was in imports of unbleached cloth. There was an especially large increase in imports of man-made fibre yarns and fabrics. Imports of wool cloth were higher after a reduction in 1963.

Mineral fuels and lubricants

Imports of fuels rose by £27 million (5 per cent), a smaller value increase than in recent years, they had risen 5 per cent in 1963 and 10 per cent in 1962. The smaller value increase last year partly reflected a switch to crude petroleum imports of which were up 8 per cent in value from petroleum products which were little changed.

Finished manufactures

Imports of finished manufactures have been growing steadily for the last ten years. In 1964 this growth continued strongly in the first half year but there was little further growth thereafter. For 1964 as a whole these imports were about £190 million more (29 per cent) than in 1963. About two-thirds of the increase was in capital goods, mainly machinery, which in the year were nearly a third more in value (£101 million). The increase was spread over most types of machinery, both electrical and non-electrical, with non-electrical machinery predominating, imports of heavy plant and equipment and of machine tools being particularly high. Imports of ships and boats more than trebled in 1964 after falling heavily in 1963; the arrival of two large tankers in January and March last year, value at about £6 million each, contributed to the high figure. Aircraft and aircraft engines increased moderately, being £2 million more (4 per cent) than in 1963. Imports of instruments were £9 million higher (25 per cent) than in 1963 after similar growth in 1962.

There was a substantial increase, too, in imports of consumer

Table 15. Food, beverages and tobacco

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Food and live animals	1,443·3 (+ 8)	1,525·1 (+ 6)	1,624·6 (+ 7)
Live animals	46·3 (—12)	50·5 (+ 9)	58·5 (+16)
Meat and meat preparations	312·7 (+ 2)	312·9 (+ 0)	368·9 (+18)
Beef and veal	63·0 (+14)	64·8 (+ 3)	85·7 (+32)
Th. tons	328 (+14)	358 (+ 9)	345 (— 4)
Mutton and lamb	61·1 (+ 7)	62·3 (+ 2)	70·8 (+14)
Th. tons	352 (+ 1)	342 (+ 3)	340 (— 1)
Bacon	94·6 (— 0)	100·2 (+ 6)	112·1 (+12)
Th. tons	399 (+ 1)	385 (— 3)	391 (+ 2)
Dairy products and eggs	166·8 (+ 6)	186·3 (+12)	214·5 (+15)
Butter	117·6 (+11)	135·6 (+15)	157·6 (+16)
Th. tons	407 (— 4)	414 (+ 2)	464 (+12)
Fish and fish preparations	60·4 (+41)	50·1 (—17)	67·1 (+34)
Raw sugars	53·9 (—15)	155·0 (+187)	131·1 (—15)
Th. tons	2,042 (— 1)	2,364 (+16)	2,214 (— 6)
Cocoa beans	19·4 (+16)	20·1 (+ 4)	14·8 (—26)
Th. tons	113 (+24)	114 (+ 1)	77 (—32)
Tea and mate	115·5 (+ 0)	114·2 (— 1)	109·3 (— 4)
Th. tons	249 (+ 0)	251 (+ 1)	240 (— 5)
Cereals and feeding stuff for animals	311·2 (+17)	278·4 (—11)	286·7 (+ 3)
Fruit and vegetables	293·0 (+17)	282·2 (— 4)	283·7 (+ 1)
Beverages and tobacco	126·1 (—15)	150·8 (+20)	148·8 (— 1)
Beverages	45·3 (— 3)	51·2 (+13)	57·7 (+13)
Tobacco and tobacco manufactures	80·8 (—20)	99·5 (+23)	91·1 (— 9)

Table 16. Materials and fuels

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Crude materials	883·4 (— 8)	946·5 (+ 7)	1,065·6 (+13)
Oil seeds, oil nuts and oil kernels	53·3 (+ 9)	52·3 (— 2)	47·7 (— 9)
Wood, lumber and cork	156·7 (—11)	170·4 (+ 9)	218·2 (+28)
Sawn softwood	115·1 (— 9)	127·9 (+11)	166·7 (+30)
Th. standards	1,535 (— 4)	1,671 (+ 9)	2,004 (+20)
Woodpulp	105·0 (—11)	115·1 (+10)	137·4 (+19)
Th. tons	2,441 (— 6)	2,656 (+ 9)	2,991 (+13)
Wool and other animal hair and tops	136·6 (— 5)	159·7 (+17)	160·9 (+ 1)
Raw wool	123·7 (— 3)	140·0 (+13)	145·8 (+ 4)
Th. tons	279 (— 2)	281 (+ 1)	255 (— 9)
Raw cotton	52·1 (— 5)	52·5 (+ 1)	57·4 (+ 9)
Th. tons	219 (— 2)	225 (+ 3)	240 (+ 6)
Metalliferous ores and scrap	138·9 (—15)	142·9 (+ 4)	185·1 (+29)
Iron ore	62·3 (—15)	65·3 (+ 5)	83·2 (+27)
Th. tons	12,897 (—14)	14,324 (+11)	18,619 (+30)
Hides and skins	46·4 (— 1)	58·8 (+27)	57·3 (— 3)
Crude rubber	61·5 (—15)	52·7 (—14)	50·5 (— 4)
Animal and vegetable oils and fats	41·4 (—18)	43·9 (+ 6)	53·6 (+22)
Chemicals	173·5 (+ 3)	205·8 (+19)	252·5 (+23)
Manufactured goods classified chiefly by material	668·4 (— 1)	710·6 (+ 6)	920·6 (+30)
Wood manufactures	50·5 (+ 4)	52·8 (+ 4)	65·7 (+24)
Newsprint paper and board	105·0 (+ 6)	113·9 (+ 8)	132·5 (+16)
Cotton yarns and fabrics	57·2 (+21)	61·0 (+ 7)	72·6 (+19)
Other textile manufactures	77·8 (+ 5)	83·7 (+ 8)	104·4 (+25)
Iron and steel	53·6 (+ 9)	75·0 (+40)	106·1 (+42)
Th. tons	1,085 (+56)	1,603 (+48)	2,163 (+35)
Non-ferrous metals	241·2 (— 3)	234·4 (— 3)	328·5 (+40)
Copper	124·0 (+ 2)	116·8 (— 6)	134·7 (+15)
Th. tons	531 (— 0)	498 (— 6)	531 (+ 7)
Aluminium	52·1 (+ 3)	56·0 (+ 7)	71·1 (+27)
Total industrial materials (1)	1,766·7 (— 5)	1,906·8 (+ 8)	2,292·2 (+20)
Mineral fuels, lubricants and related materials	532·7 (+10)	557·8 (+ 5)	585·0 (+ 5)
Crude petroleum	371·6 (+ 6)	378·1 (+ 2)	409·7 (+ 8)
Mill. galls.	13,577 (+ 7)	14,031 (+ 3)	15,551 (+11)
Petroleum products	144·9 (+16)	167·3 (+15)	167·5 (+ 0)
Mill. galls.	3,791 (+25)	4,520 (+19)	4,823 (+ 7)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

Table 17. Finished manufactures

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Consumer goods (1)	180·8 (+ 8)	223·1 (+ 23)	275·2 (+ 23)
Cars and motor cycles	14·7 (+ 6)	25·3 (+ 73)	36·6 (+ 45)
Other durable goods	46·9 (+ 4)	56·4 (+ 20)	70·8 (+ 26)
Works of art	14·7 (+ 1)	18·5 (+ 26)	23·2 (+ 25)
Clothing and footwear	71·4 (+ 10)	84·3 (+ 18)	96·9 (+ 15)
Other consumer goods	33·2 (+ 16)	38·6 (+ 16)	47·7 (+ 24)
Other mainly capital goods	420·7 (+ 8)	428·1 (+ 2)	562·9 (+ 31)
Machinery	284·4 (+ 4)	307·1 (+ 8)	407·9 (+ 33)
Aircraft, aircraft engines	47·0 (+ 3)	41·8 (— 11)	43·5 (+ 4)
Ships and boats	27·7 (+132)	6·3 (— 77)	18·9 (+201)
Instruments	27·9 (+ 6)	34·1 (+ 22)	42·7 (+ 25)
Other	33·6 (+ 6)	39·0 (+ 16)	49·9 (+ 28)
Total finished manufactures (2)	601·5 (+ 8)	651·3 (+ 8)	838·1 (+ 29)

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) S.I.T.C. Revised Sections 7 and 8.

goods, although the rate of growth was somewhat less than that of capital goods. The value was £52 million more than in 1963, a rise of 23 per cent. Rises of £11 million in the cars and motor cycles group and £13 million in the clothing and footwear category were substantial items in the increase. The level of car imports, however, are not large in respect to the total United Kingdom market. The rise in imports of clothing and footwear amounted to about 15 per cent, a little lower rate of growth than 1963, a large part of the increase again coming from Hong Kong: imports from Italy, as in 1963, fell again. Imports of other non-durable consumer goods rose sharply (26 per cent) in 1964, after a 16 per cent rise in the previous year, most of the increase being accounted for by larger imports of toys and sports equipment and of printed matter.

Sources of imports

The increase in our imports in 1964 affected supplies from our principal trading partners in most areas of the world. There were increases in imports from the sterling area, although in the fourth quarter they fell and were at their lowest value since the beginning of the year. The value of imports from Western Europe also increased substantially in the first half of 1964, but fell back in the third quarter before recovering a little towards the end of the year; nearly half the increase in 1964 was in imports from the Common Market. Imports from North America continued to increase throughout 1964, and the value in the fourth quarter was the highest for some years. Imports from Latin America fell slightly during 1964, although in the first quarter their value was quite high. Imports from the Soviet Union also increased in 1964, although a sharp fall occurred towards the end of the year. Our imports from the rest of the world also increased in 1964.

Sterling area

Imports from the sterling area in 1964 were 7 per cent more than in 1963. A large part of the increase was in imports from Australia, which were 22 per cent more; about half of this was in higher imports of meat, which were more than double the 1963 total. There were, too, higher imports of meat from New Zealand; the total imports from that country in 1964 rose by nearly 20 per cent, with, amongst others, increased imports of dairy produce. Imports from the Irish Republic rose 13 per cent in 1964 after an increase of 10 per cent the previous year. There was a rise of 13 per cent in imports from South Africa; these had risen by 12 per cent in 1963 after virtually no change in the previous year. Imports from the Middle East countries in the sterling area rose by about 2 per cent – a much slower growth than in the previous two years when the rate of increase was about 10 per cent. Imports from Hong Kong continued to rise, though at a slightly slower rate than in previous years, the increase of 15 per cent more in 1964, continuing 21 and 24 per cent rises in 1962 and 1963 respectively. There was a rise of 13 per cent in imports from the Federation of Nigeria.

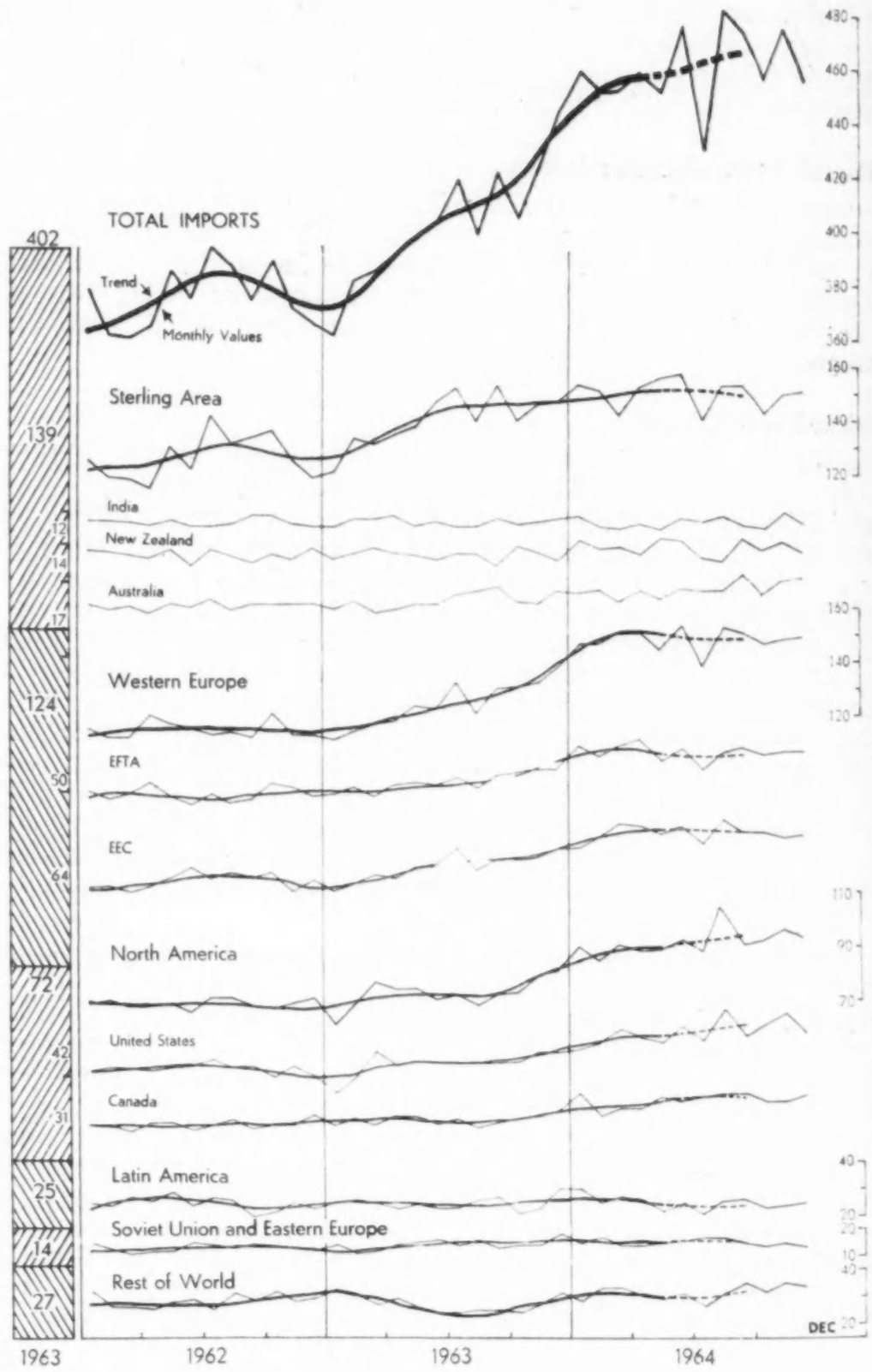
These increases were partially offset by reductions from some other sterling countries. Imports from India continued to decline in the first half of 1964, though they recovered in the second half they were slightly more for 1964 as a whole than they were in 1963 after an increase of 4 per cent in the previous year. There was a further reduction in imports from Pakistan of 4 per cent, the fall in 1963 was 4 per cent after a recovery to the 1960 figure in the previous year. Imports from Ghana fell about 17 per cent (the reduction was mainly in reduced imports of cocoa beans). There was a decline in imports from Mauritius which fell by nearly a third, and from some countries in the West Indies; a large part of the reduction was accounted for by lower imports of sugar (partly quantity and partly price) following the substantial rise in 1963. Imports from Kuwait (almost entirely oil) fell by 18 per cent.

Western Europe

Imports from Western Europe increased substantially in 1964, the most rapid growth being in the first half-year. There was a rise of 20 per cent in the year as a whole, compared with much smaller increases in the two previous years (of 3 and 8 per cent). Just over half of the increase in 1964 was in imports from the Common Market, which were 19 per cent higher. The largest increase was from Western Germany amounting to £58 million (28 per cent), but there were increases from all the EEC member countries, France 20 per cent, Italy 20 per cent, the Netherlands 13 per cent, and Belgium and Luxembourg 10 per cent. Imports from EFTA also increased substantially in 1964; they were £133 million more (22 per cent) than they had been in 1963. Imports from all the EFTA countries were substantially higher, with particularly large increases from Norway 36 per cent, Austria 30 per cent, and Sweden 28 per cent. There were higher imports from Spain and the Spanish ports in North Africa. Imports from Turkey increased and imports from Greece remained at about the same level.

Table 18. Imports: areas

Seasonally adjusted £ million fob monthly averages



	1960	1961	1962	1963	1964	1963		1964		
	Year	Year	Year	Year	Year	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Sterling Area	126	123	125	139	148	143	147	154	149	145
Australia	16	15	15	17	21	18	19	20	23	21
New Zealand	15	13	14	14	17	15	18	18	16	18
India	12	12	11	12	12	12	11	11	13	12
Western Europe	110	112	114	124	148	134	149	151	147	146
Economic Community	55	56	59	64	76	68	75	78	77	75
Free Trade Assocn. (inc. Finland)	47	46	46	50	61	55	63	62	60	61
North America	78	70	69	72	91	78	88	89	92	94
United States and Dependencies	47	40	40	42	53	45	50	52	54	56
Canada	31	29	29	31	38	33	36	37	39	38
Latin America	26	23	25	25	25	25	27	24	24	24
Soviet Union and Eastern Europe	12	13	13	14	16	15	16	15	16	15
Rest of World	27	26	28	27	32	27	32	29	31	34
Total	378	366	374	401	459	423	453	461	461	462

North America

Imports from North America in 1964 increased by over a quarter over 1963 and now exceeded the peak 1960 figure. There were higher imports from both Canada and the United States. Imports from Canada rose by £84 million (23 per cent) after a much more modest rise (6 per cent) in 1963, and little change in the previous year. Much of the increase in 1964 was in imports of timber which have been increasing steadily in the last three years. Imports from the United States rose by £141 million (28 per cent) after a 5 per cent rise in 1963, the increase reflecting, in particular, substantial increases in machinery and non-ferrous metals.

Latin America

There was only a small fall in imports from Latin America in 1964, compared with 1963 despite a sharp increase at the beginning of the year, although there were considerable variations in imports from various countries. Imports from Argentina fell by 12 per cent, but imports from Venezuela rose by 8 per cent, and there were increased imports from Chile, the Dominican Republic, Mexico, Brazil, Bolivia and some of the other Latin American countries. The fall in imports from the Argentine Republic was mainly owing to reduced imports of meat, especially beef. There was a reduction in imports from Peru and from Uruguay.

Soviet Union and Eastern Europe

In 1964 imports from the Soviet Union and Eastern Europe rose 9 per cent, the same rate as in 1963; in 1962 there was little change following a substantial increase in 1961. Imports from the Soviet Union itself were not much changed in 1964 (a fall of about 1 per cent), but imports from Poland rose over 20 per cent, from Hungary nearly a third, those from Rumania nearly a quarter. There was little change in imports from the remaining countries in the Soviet bloc except Eastern Germany, up by 37 per cent.

Rest of the World

Imports from the remaining non-sterling countries (in the main primary producers except for Japan) were 13 per cent more in 1964 than in 1963. Imports from Japan rose substantially (39 per cent); otherwise there were some smaller increases from some of the other countries partially offset by reductions from the remaining ones. From the non-sterling Middle East countries as a whole imports rose 11 per cent in 1964. There were substantial rises in imports from Iraq, more modest ones in imports from Iran and China, but falls in imports from the Sudan and Lebanon. There was not much change in imports from the United Arab Republic or from Ethiopia or Israel.

Notes:

Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should be made to: The Statistics Division (Seasonal Adjustment), Board of Trade, Room D57, Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on January 26*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for February†, due to be published on or about February 25.

Trade balance

The figures for the trade balance are on the same basis as the quarterly estimates of the visible balance that appear in the full balance of payments accounts. These figures are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments for example, in allowance for goods not covered by the Trade Accounts and for the valuation of sugar in the accounts at the world price rather than for much of the sugar imported, at the Commonwealth Agreement price.

* Accounts relating to the Trade and Navigation of the United Kingdom, December 1964. HM Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade published by HM Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

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Table 19. Imports by areas and countries

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1962	Year 1963	Year 1964
Non-Sterling Area:			
North America	825·6 (— *1*)	867·6 (+ *5*)	1,092·8 (+*26*)
United States and Deps.	476·7 (— *2*)	499·1 (+ *5*)	640·4 (+*28*)
Canada	348·9 (— *0*)	368·5 (+ *6*)	452·4 (+*23*)
Latin America	297·7 (+ *7*)	298·8 (+ *0*)	295·6 (— *1*)
Argentina	93·2 (+*24*)	89·0 (— *5*)	78·3 (—*12*)
Venezuela	74·9 (+*11*)	66·2 (—*12*)	71·6 (+ *8*)
Other	129·6 (— *5*)	143·6 (+*11*)	145·6 (+ *1*)
Western Europe	1,373·8 (+ *3*)	1,485·3 (+ *8*)	1,777·8 (+*20*)
Economic Community	707·8 (+ *4*)	768·6 (+ *9*)	915·5 (+*19*)
France	131·5 (— *8*)	153·5 (+*17*)	184·3 (+*20*)
Western Germany	193·6 (— *0*)	208·3 (+ *8*)	265·9 (+*28*)
Italy	112·6 (+*10*)	109·9 (— *2*)	132·2 (+*20*)
Netherlands	197·1 (+*14*)	208·7 (+ *6*)	235·6 (+*13*)
Belgium and Luxembourg	73·0 (+*12*)	88·2 (+*21*)	97·4 (+*10*)
Free Trade Association including Finland	550·4 (— *1*)	603·8 (+*10*)	737·0 (+*22*)
Sweden	157·0 (— *2*)	163·1 (+ *4*)	208·8 (+*28*)
Norway	66·6 (—*11*)	73·2 (+*10*)	99·6 (+*36*)
Denmark and Greenland	152·2 (+ *7*)	164·7 (+ *8*)	186·7 (+*13*)
Switzerland and Liechtenstein	53·4 (+ *8*)	61·9 (+*16*)	74·4 (+*20*)
Portugal, Azores and Madeira	18·9 (+ *3*)	22·4 (+*19*)	25·9 (+*16*)
Austria	13·6 (— *4*)	19·7 (+*45*)	25·7 (+*30*)
Finland	88·7 (— *6*)	98·6 (+*11*)	115·8 (+*18*)
Spain, Canary Islands and Spanish Ports in North Africa	69·2 (+ *1*)	68·7 (— *1*)	77·5 (+*13*)
Other	46·4 (+*16*)	44·2 (— *5*)	47·8 (+ *8*)
Soviet Union and Eastern Europe	157·7 (+ *1*)	171·7 (+ *9*)	186·3 (+ *9*)
Soviet Union	84·2 (— *1*)	90·8 (+ *8*)	90·3 (— *1*)
Other	73·5 (+ *4*)	80·9 (+*10*)	96·0 (+*19*)
Other Non-Sterling	333·5 (+ *5*)	323·5 (— *3*)	379·6 (+*17*)
Middle East	153·9 (+ *8*)	155·2 (+ *1*)	172·8 (+*11*)
Japan	53·2 (+*36*)	52·7 (— *1*)	73·3 (+*39*)
Other	126·4 (— *6*)	115·6 (— *9*)	133·5 (+*16*)
Total Non-Sterling	2,988·3 (+ *2*)	3,146·9 (+ *5*)	3,732·1 (+*19*)
Sterling Area:			
Australia	185·2 (+ *6*)	206·1 (+*11*)	250·5 (+*22*)
New Zealand	169·4 (+ *6*)	173·1 (+ *2*)	208·0 (+*20*)
India	135·9 (— *6*)	140·7 (+ *4*)	140·9 (+ *0*)
Pakistan	29·3 (+*17*)	28·1 (— *4*)	26·9 (— *4*)
Ceylon	42·0 (+ *4*)	41·5 (— *1*)	41·5 (— *0*)
Hong Kong	54·8 (+*21*)	68·2 (+*24*)	78·3 (+*15*)
Malaysia	52·7 (—*18*)	48·1 (— *9*)	51·0 (+ *6*)
Ghana	21·9 (+*10*)	22·0 (+ *1*)	18·2 (—*17*)
Nigeria	73·0 (— *6*)	77·7 (+ *6*)	88·2 (+*13*)
Rhodesia and Nyasaland	95·5 (— *6*)	97·8 (+ *2*)	100·6 (+ *3*)
Kenya	15·2 (+*22*)	18·5 (+*22*)	18·5 (— *0*)
Jamaica	18·4 (+ *1*)	31·4 (+*71*)	30·2 (— *4*)
Trinidad and Tobago	30·9 (— *9*)	38·5 (+*25*)	36·2 (— *6*)
Irish Republic	138·8 (— *5*)	151·8 (+ *9*)	171·1 (+*13*)
South Africa	103·1 (— *0*)	115·0 (+*12*)	126·4 (+*10*)
Middle East	214·5 (+*11*)	233·3 (+ *9*)	238·1 (+ *2*)
Other	118·1 (+ *7*)	173·9 (+*47*)	157·0 (—*10*)
Total Sterling Area	1,498·9 (+ *2*)	1,665·9 (+*11*)	1,781·4 (+ *7*)
Total all countries	4,487·2 (+ *2*)	4,812·7 (+ *7*)	5,513·5 (+*15*)

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
Feb. 2 .	Plant, machine tools; textiles and miscellaneous stores.	Ordnance Storage Depot, Yeadon, and other locations. (*Sale at Cheetham Town Hall, Manchester*).	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester 3. (Tel. Deansgate 3176).
Feb. 9 .	Clothing, (including motor cyclists jackets, leggings, breeches and boots) and other textiles; boots and shoes; engineering tools; clasp knives; torque wrenches; lifting equipment; interlocking steel runway plates; pallets; paint; furniture, etc.	Central Ordnance Depot, Bicester, Oxon .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
Feb. 16-18 .	Passenger, load carrying and dual purpose vehicles; earth moving, road making and mobile lifting equipment; plant ancillaries and spares; trailers and motor cycles.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Feb. 25 .	Generator sets (diesel and petrol), tents, wireless and signals spares and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shewsbury. (Tel. 53151).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Horizontal borers; pedestal and radial drills; tool and cutter, plain and centreless grinders; centre lathes; horizontal, universal and vertical millers; presses; openside planer; sawing, shaping, slotting and tapping machines; woodworking machines, etc.

Location: Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18. Application for Tender Forms should be made to: Ministry of Defence (AD), Directorate of Sales, 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by February 11, 1965. Permission to view on presentation of Tender Forms only.

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Feb. 3 .	The sale will include mattresses (single and double), chairs (including Windsor, Suffolk, dining, etc.), dining, office and refectory tables; cupboards, sideboards, dressing tables, chests; household and cooking utensils, etc.	Royal Air Force, Melksham . . .	Tilley & Culverwell (AFD1), Phelps Chambers, The Square, Calne, Wilts. (Tel. Calne 3164).
Feb. 4 .	The sale will include miscellaneous stores and equipment (as Melksham sale but excluding mattresses).	Royal Air Force, Yatesbury . . .	Tilley & Culverwell (AFD1), Phelps Chambers, The Square, Calne, Wilts. (Tel. Calne 3164).
Feb. 10 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford and Royal Air Force Stations Spitalgate and Cranwell.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include aero engine and aircraft spares, electric motors and equipment, motor and plant engines and spares – Ford, Austin, Standard, Bedford, Leyland, AEC diesel, Thorneycroft, Caterpillar, etc., – nylon ropes and webbing, cycles, fire extinguishers, furniture trolleys, aluminium containers, packing cases, etc.

Also to be sold at No. 16 Maintenance Unit Stafford, but lying at Royal Air Force, Spitalgate and Royal Air Force, Cranwell, Lincs. – valuable barrack and office furniture, blankets, mattresses, etc.

Feb. 17 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include furniture (including light oak bureaux and formica-top tables), carpets, rugs and curtains; blankets; medical and gymnasium equipment; Meadows and Perkins petrol and diesel marine engines – petrol electric generating sets and petrol egines; miscellaneous vehicle, marine, generator and electrical spares; carpenters', fitters' and tinsmiths' tools, guillotines and roller bending machines; micrometers, etc.; picks, axes and shovels; tubular scaffolding; acetate; vehicle tyres and inner tubes; aircraft radiators and coolers, etc.

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units costs 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

Tenders invited for the purchase and removal of huts near Edinburgh, and Harrogate, Yorks. Apply to Ministry of Defence, AFC19a (Air), Turnstile House, London, W.C.1, for tender forms.

Ministry of Defence sale by tender of approx. 80 tons of metallic foil contained in wooden boxes. The foil has a shiny aluminium appearance, some is on reels and remainder is shredded. Applications for tenders should be made to Ministry of Defence, AFC19a (Air), Turnstile House, High Holborn, London, W.C.1.

MINISTRY OF PUBLIC BUILDINGS AND WORKS

1965	Description of Goods	Location	Auctioneers
Feb. 2 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

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Tender Documents from:–

HENRY BUTCHER & CO.

73 Chancery Lane, London, W.C.2

Tel: HOLborn 8411

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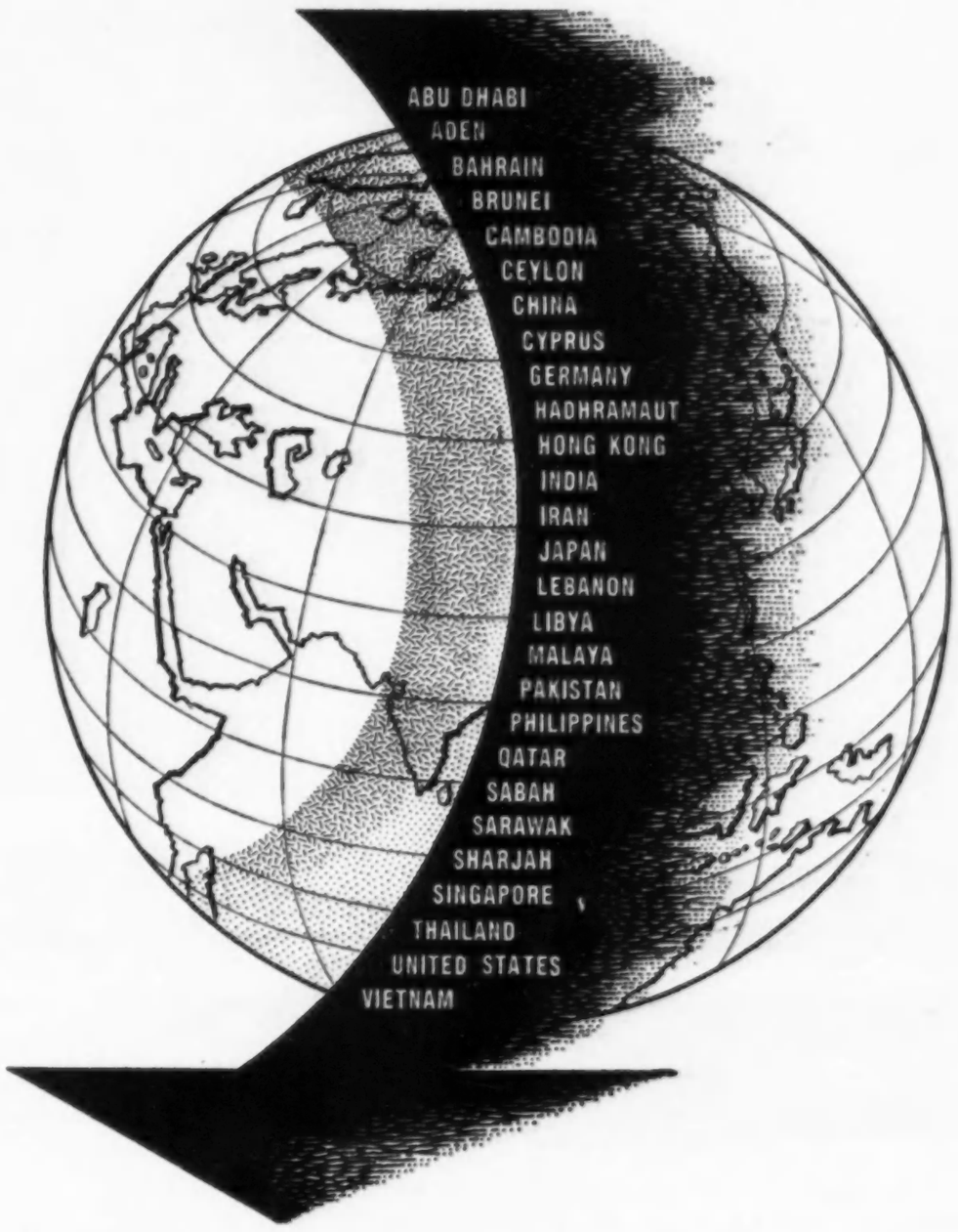

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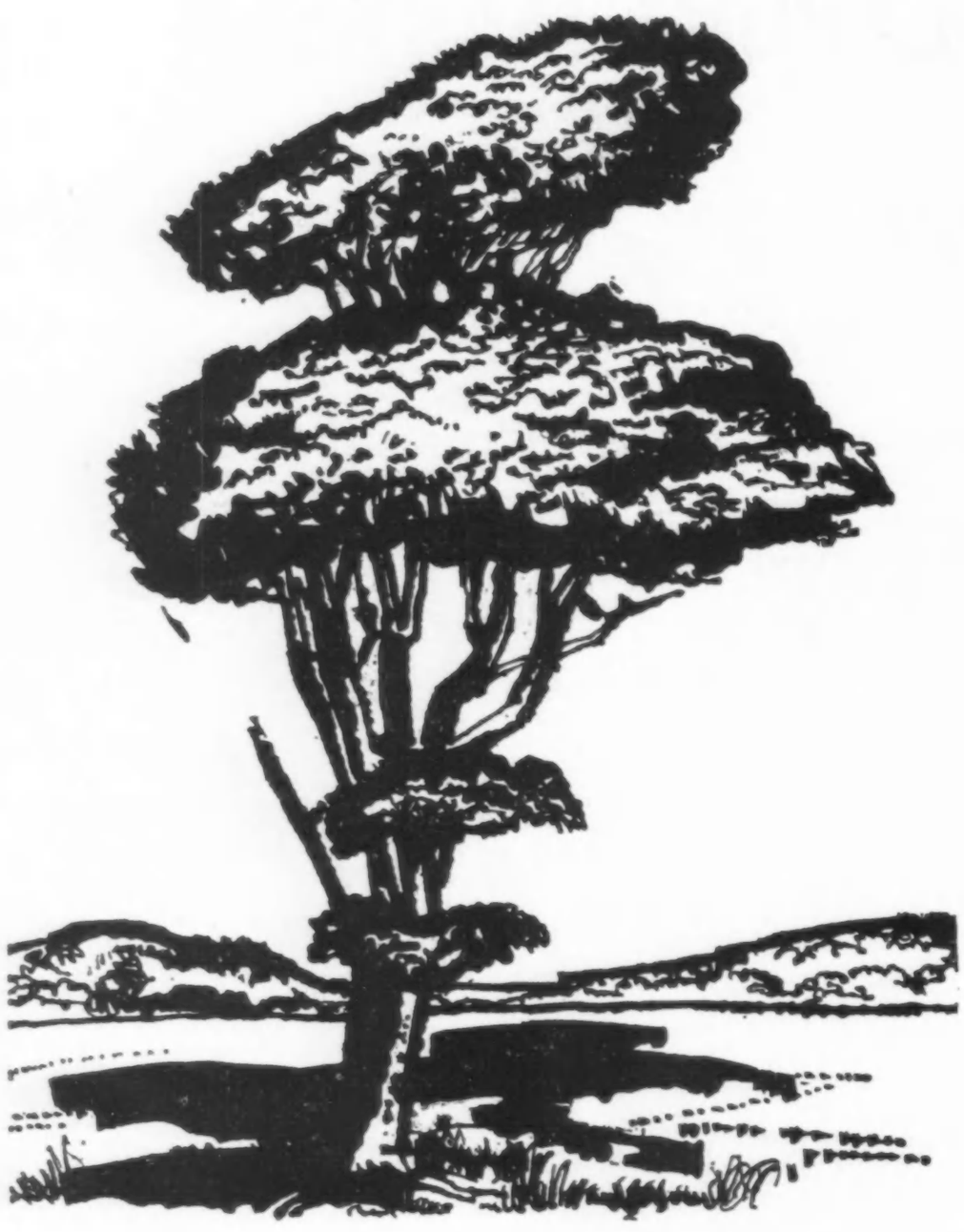
PAPATOWAI



. . . because PAPATOWAI means 'a flat piece of land with a tree on it'. A Maori word, it is also a place in New Zealand – about 90 miles south of Dunedin – known for good trout-fishing, duck-shooting and boating. We happen to know because we are the National Bank of New Zealand. As such, we provide a complete banking service through 175 branches and agencies in the North and South Islands. We have also acquired useful information on a variety of topics, commercial and otherwise, which we gladly give to anybody interested in doing business with our country. So when you want to know more about New Zealand, ask us—

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Exhibitions and Fairs

British show house for Amsterdam

NEARLY 100 British manufacturers are co-operating with the 'Ideal Home' magazine's team of experts in the construction, furnishings and equipment of the British Show House, which will be one of the principal attractions during the British Week in Amsterdam next May.

Manufactured by Guildway Ltd., of Guildford, Surrey, the Show House together with its garage, will occupy some 1,500 sq. ft. in the Museumplein, where it will be erected by Harkness Construction Co. of Belfast, Northern Ireland. Guildway's 'manufactured houses' are already finding their way to Germany, France, Austria, the Channel Islands and the British Virgin Islands.

The Show House at Amsterdam will be a three-bedroomed bungalow, one of a new range of timber framed L-shaped bungalows with a brick skin veneer. Load-bearing walls in these houses are all sited on the outside perimeter, thus leaving some elasticity of arrangement of the interior to the customer's choice.

Accommodation at Amsterdam will include a main bedroom; two children's rooms (furnished for a boy and girl of the 12-14 age group); a 17ft. x 19ft. living-room; an open planned kitchen and diningroom; a bathroom with bidet and shower; and a cloak-room-lavatory. There are horizontal sliding double sashed aluminium framed windows, which can be lifted out for easy cleaning. Gas central heating, fires and cooker, adapted to meet the special requirements of the Dutch Gas Institute, are being supplied by Radiation Ltd., who are also providing one of their gas-fired storage water heaters and an electric spin washing machine.

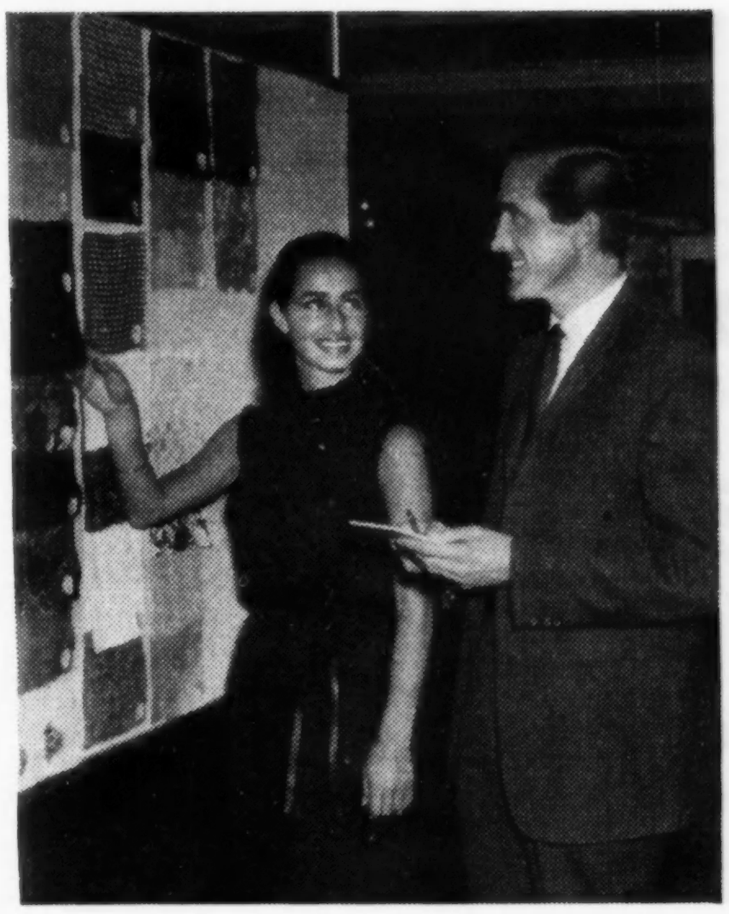
Furniture will present a mixture of traditional – first quality reproduction – and modern, thus avoiding the pitfall of rigid 'period' grouping. Every piece of furniture, carpets, textiles, light fittings, ceramics and other equipment and decoration has been chosen by the 'Ideal Home' team for its individual contribution to the whole. Colours, in general soft and muted, have dramatic and unexpected highlights and contrasts, and ingenious use has been made of variations in texture in wallpapers as well as in soft furnishings. The general effect is one of lightness and colour, well-calculated to meet the challenge of the Dutch market.

A 'preview' of the House and its contents will be published in the May issue of 'Ideal Home' in Britain and in Holland. This issue will include the addresses of Dutch retailers of all goods shown in the Show House at Amsterdam.

US factory and office equipment displayed

An exhibition of Factory and Office Maintenance Equipment was opened at the United States Trade 'Center', at 57 St. James's Street, London, S.W.1, on January 19. The exhibition closes today (January 29). Leading American manufacturers demonstrated the latest labour-saving devices designed to meet the growing cost of maintaining business premises in good order – estimated to total £402 million annually in Britain in wage bills alone.

RAND SHOW PREVIEW



South African trade buyers were recently given a preview of the 600 fabrics which will be on display in the British Pavilion at the Rand Easter Show in Johannesburg. In this picture Mr. Alan Burrows and Miss Fluxman, both of Jaff and Co. Ltd., Johannesburg, are inspecting samples at a special presentation arranged in that city by the British Textile Promotion Consultative Committee.

Russian trucks shown with British diesels

TRUCKS FROM the Soviet Union with British diesel engines were surprise exhibits that aroused widespread interest when the Brussels Motor Show opened on January 18. The trucks – a 7-ton ZIL 130 model and a 4-ton GAZ 53 – were on view for the first time with Perkins diesel engines.

The bigger model is offered with the 120 b.h.p. Perkins six cylinder 6·354 unit, and the other with the British diesel group's four cylinder 4·236 engine, rated at 80 b.h.p. at 2,800 r.p.m.

The trucks are being exhibited by Scaldia Volga SA, a Soviet Belgian firm who also have a Perkins-powered ZIL 130 available for demonstration runs at the show, Scaldia Volga, who also handle Russian cars, including the Moskvitch sold with a 1·6 litre Perkins diesel engine in Belgium, Finland and Austria, plan to export the rugged Russian trucks overseas as well as selling them on the Belgian home market. Concessionaires in other countries will also offer Perkins models for sale.

The decision to fit the British engine in the trucks followed high level talks in Moscow and London between Perkins and the Russians. Engineless chassis will be shipped from Russia and the Perkins-powered units will be installed in Belgium.

Special import concessions for British Exhibition Tokyo

THE *Board of Trade Journal* of December 11, 1964, referred to special import concessions for exhibits to be displayed during the above exhibition which are in categories subject to quotas or other restrictions. Firms wishing to take advantage of these concessions should notify British Overseas Fairs Ltd., at 21 Tothill Street, London, S.W.1, giving details of the type and number of items for which they wish to make special application.

Forms for 'Application for pre-examination of foreign exhibits' are at present being printed in Japan, and five of these are required for each item for which a concession is claimed. As soon as these are received by British Overseas Fairs Ltd. the appropriate number of forms required will be forwarded to exhibitors for completion. These must be returned to British Overseas Fairs Ltd. not later than February 28 for co-ordination and despatch to the appropriate Customs department via the British Embassy Tokyo.

This announcement does not apply to goods to be displayed for retail sale in the proposed supermarket feature of the Exhibition. Such products are the subject of negotiations with the Ministry of International Trade and Industry in Tokyo, and firms interested in the supermarket operation will be advised of the result by British Overseas Fairs Ltd. as soon as it is known.

British display at Brussels building exhibition

FOR THE THIRD successive year the Board of Trade is collaborating with the National Council of Building Material Producers in a 'joint venture' display at the Salon International du Batiment (International Building Exhibition) being held at the Centre Rogier, Brussels from January 30, to February 7, 1965. The display is being organised on behalf of the National Council by The Building Exhibition of London.

Ten member-firms will take part on individual stands, grouped together to form a combined British display covering an area of 3,000 sq. ft. in the Salle Descartes. Their exhibits will include asbestos panels, compact kitchen furniture, central heating systems, plastic wall covering and structural materials. Several other British companies will be represented elsewhere in the Exhibition on the stands of Belgian agents.

The Council will staff an information stand and a lounge which will be available for the benefit of British exhibitors and visitors.

Monday, February 1, has been designated a 'British Day' at the Exhibition. A feature of this will be a visit to the British stands by Mr. C. Y. Carstairs, an Under-Secretary in the Directorate General of Research and Development at the Ministry of Public Building and Works, who will then attend a reception on the British stand at which Sir Roderick Barclay, the British Ambassador, will act as host on behalf of the Council.

A party of British trade journalists and building industry officials are planning a special 4-day visit to Belgium to coincide with the Exhibition.

Last year over 250 firms from a number of countries took part in this event, which attracted 95,000 visitors. British exhibitors on that occasion remarked on the positive results achieved.

Note the dates

MARCH 15-20th 1965

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CUTLERY & METALWARE
Gold and silver * stainless steel and plate cutlery * cooking and kitchen utensils * candlesticks * ice buckets * sundae cups * gravy and sauce boats * napkin rings * table lighting * quality gift ware *

FABRICS
Linen * tablecloths * lace napery * quality gift ware *

WOODWARE
Bowls * platters * condiment sets * carving, bread and cheese boards * egg-cup sets * table-mats * candlesticks * lamp bases * trays * pepper-mills * quality gift ware *

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International Holiday and Travel Exhibition

'SUMMER IN JANUARY' is the theme of the 2nd International Holiday and Travel Exhibition at the National Hall, Olympia (from January 20 to 30). 'Luxury and novelty' might be called a sub-theme. Exhibitors are showing examples of holidays at all levels from camping sites to five-star hotels and involving all means of transport from hiking boots upwards. Ponies, caravans, ultra-modern motor coaches, Venetian gondolas, luxury cruise liners and jet aircraft are all featured. Several countries have national stands, including The Netherlands, who are showing a bulb field staffed by girls in national costume; Poland, who are holding tastings of traditional Polish foods; and the Soviet Union, who are giving information on holidays in Moscow and the Black Sea.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date last published	Date next published
Outside Europe ...	*Jan.* 1	*April* 2
Europe	*Dec.* 4	*Mar.* 5
United Kingdom ...	*Nov.* 6	*Feb.* 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia*: 2783. *France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East*: 3558, *United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on January 1, December 4, and November 6, respectively.

EUROPE

Additions:

GOTHENBURG: INTERNATIONAL ROAD CONSTRUCTION, MACHINERY AND EQUIPMENT EXHIBITION (VAG 65) – June 11-18, 1965.
Apply, Vag 65, Kungsportsavenyen 2, Gothenburg.

DIJON: NATIONAL FAIR OF FOODSTUFFS, WINES AND GASTRONOMY – October 29-November 11, 1965.
* Apply, Administration de la Foire Gastronomique, Palais des Expositions, Boulevard de Champagne, Dijon.

TURIN: INTERNATIONAL MOTOR SHOW – November 3-14, 1965.
* Apply, Comitato Organizzatore, Salone Internazionale dell'Automobile, Corso Galileo Ferraris 61, Turin.

BARCELONA: CANNING AND PACKAGING EXHIBITION – IBERPAK – November 5-17, 1965.
Apply, Sr. Director, IX Salon del Envase y de Embalaje Iberpak 65, Avenida Maria Cristina, Parque de Montjuich, Barcelona.

FRANKFURT: INTERNATIONAL AGRICULTURAL SHOW – May 8-15, 1966.
Apply, German Agricultural Society, Zimmerweg 16, Frankfurt Am Main.

UNITED KINGDOM

Amendments:

The Board of Trade have been informed that the International Instruments, Electronics and Automation Exhibition will be held from May 23-28, 1966, and not May 23-26, 1966, as shown in the *Board of Trade Journal* dated December 25.

Additions:

LONDON: 13TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 3-18, 1965. At Olympia.
Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599.)

LONDON: DIY TRADEX – Open 6 days: Tuesdays, Wednesdays and Thursdays – September 7, 8, 9 and 14, 15, 16, 1965. At Olympia.
Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599.)

LONDON: EIGHTEENTH ENGINEERING EXHIBITION – October 12-14, 1965. At RHS New Hall, S.W.1.
* Apply, Engineering Industries Association, 9 Seymour Street, Portman Square, London, W.1. (Tel. Welbeck 2241.)

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* **6376).**

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Overseas Trade and Exports

Follow-up to 'triumphant success' of British Week in Denmark

THE BRITISH WEEK IN DENMARK from September 26 to October 4, 1964, was acclaimed by both the British and Danish press as 'a triumphant success'. The Week aroused great interest in Denmark in British consumer goods. As a follow-up to the Week, a series of meetings have been held in Bristol, London, Newcastle, Leeds and Birmingham. The final meeting is to take place in Cardiff this evening. At these meetings Mr. P. D. Stobart, HM Counsellor (Commercial) at the British Embassy, Copenhagen, has spoken on the rewarding market, particularly in consumer goods, that Denmark offers to British manufacturers.

The following is an account of the meeting attended by some 120 people largely representative of the consumer goods industries which took place at the London Chamber of Commerce on January 22.

To give those who had not attended the Week in Copenhagen a good idea of what had taken place during the nine days of the Week, a coloured film, produced by the Central Office of Information for the Board of Trade, who organized the Week in conjunction with the Export Council for Europe, was shown.

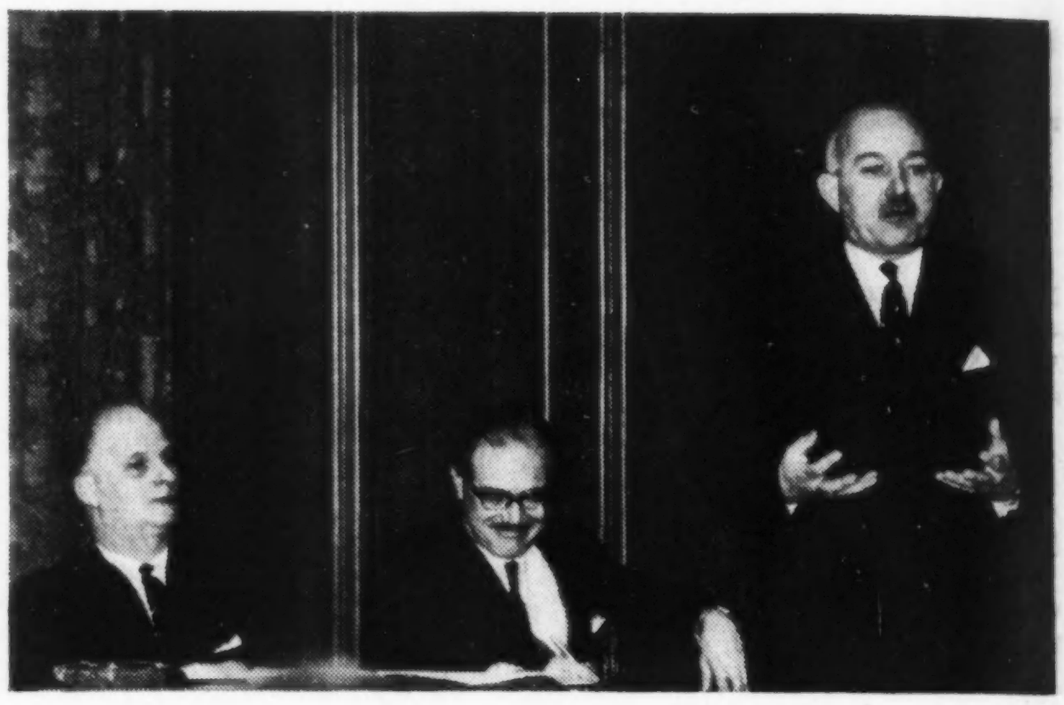
Mr. Stobart said he had no intention of giving a 'pep' talk on exporting. Rather he wanted to outline the commercial impact of the Week. Some people might have the impression from seeing the film that all the 'asides' of the Week – the Beefeaters, the Military Tattoo, the football matches, appearances by various British 'pop' groups, symphony concerts and performances of Shakespearian plays – were all 'a lot of ballyhoo'. 'This,' said Mr. Stobart, 'was not so. They were all necessary.'

He said that during the Week members of the Export Council for Europe walked from shop to shop, store to store, covering many miles on foot, to find out from the Danes what progress was being made. They received the same reply everywhere they went – 'We are having a wonderful Week.'

Mr. Stobart said that the British Embassy executive staff subsequently toured hundreds of stores and shops. Now they had direct evidence of the effectiveness of the Week. It had been possible to put British consumer goods across to the Danes and also to the Scandinavians in general. From the manufacturers' point of view, particularly that of the smaller firm, one of the most economical methods was to exploit a British Week.

'Here you may ask, why is it then necessary to have an exhibition of Barbara Hepworth sculptures, a display of Graham Sutherland's paintings, and other asides which I have previously mentioned? These things were essential. When a shopkeeper puts on a Christmas show he does it to make money, not for any sentimental or festival reason. He takes the opportunity of such an event – Christmas, or Easter – as a peg upon which he hangs his sales campaign. It is no good walking down the 'Oxford Street' or the 'Bond Street' of a foreign city just to see the shops and stores stocked up with British goods. The British Week gives the opportunity to turn that city upside-down, and that is one of the advantages of using the smaller capital city like Copenhagen. You can literally take it over. You can bedeck it with flags, have your military tattoos, your British public house, 'pop' groups, and the like. The whole provides you with an artificial Christmas, an important event outside the main promotional season.' He added that for creating this extra season we were very much in the shopkeepers' debt.

Preparation for a British Week began about two years in advance of the proposed date. The executive work should start about a year later. As an example, Mr. Stobart said that for the British Week in Denmark the Embassy sent out about 25,000 brochures to importers, wholesalers and storekeepers. In addition they distributed about £50,000 worth of Governmental literature in an attempt to show a modern nation something of Britain.



Mr. P. D. Stobart, HM Counsellor (Commercial) at the British Embassy, Copenhagen (right), addressing the Export Council for Europe at the London Chamber of Commerce on January 22. With him are Mr. W. J. Luxton, of the London Chamber of Commerce (left), and Mr. W. J. Heygate, of the Export Council for Europe.

He then quoted a range of consumer goods whose exports to Denmark in 1964 substantially exceeded those in 1963. Mr. Stobart expected that Britain's overall exports to Denmark during 1964 would be about £117 million, an increase of 11 per cent over 1963. The British Week promotion embraced many types of goods, almost everything, in fact, except unprocessed foods, raw materials and capital goods. He emphasized it was impossible to single out all the items which might have benefited from the British Week.

Dealing with processed foodstuffs such as marmalades and confectionery, he said sales were booming. Sales, for example, of liquorice all-sorts had almost doubled in 1964 compared with 1963. With those items still subject to quota restrictions, there was at present no evidence that licences for follow-up orders were being refused.

Mr. Stobart then referred to clothing and footwear where our export performance in Denmark was particularly encouraging. We were also doing well in leather goods and domestic appliances. Our increased sales of leather goods, vacuum cleaners and electric space heaters were particularly striking. Denmark was also beginning to discover our strength as producers of well-designed, moderately priced earthenware, but buyers still tended to choose only our more conservative designs. In fabrics he said that the most striking increase was in those made of man-made fibres. 'Mention, however, must be made of the National Wool Textile Export Corporation's 'swing ticket' campaign to identify garments made locally of British cloth by attaching a Union Jack ticket.' This undoubtedly encouraged sales of British woollens and worsteds.

One could not say with certainty that all the increases had been brought about by the British Week, but Mr. Stobart thought it reasonable to assume that the point-of-sale type of promotion which was used in British Weeks was an extremely effective one as far as consumer goods were concerned.

The Danish market, he said, was a 'good key' to the rest of Scandinavia. The export figures for the whole of 1964 were not

TRADE AND FINANCIAL ARRANGEMENTS

Jordan and India

THE RECENT VISIT to Amman of an Indian Trade Delegation resulted in the extension of the present trade agreement between these two countries, until December 31, 1967.

It was agreed that India would import Jordanian phosphates amounting to at least 175,000 tons in 1965, increasing to 250,000 tons in 1967, while Jordan will import specified Indian goods to an annual value equivalent to these phosphate sales. In 1965, this will amount to £980,000 of which not less than £400,000 will be for tea and £100,000 for jute.

Jordanian merchants dealing in these goods, listed below, are required to purchase 30 per cent of their annual requirements from India.

Insulators,
Transformers,
Transmission lines,
Poles and towers,
Agricultural implements,
Cotton and hair belting,
Stationery,
Abrasives,
Zip fasteners,
Buckles,
Eyelets,
Collapsible tubes,
Pumps, whether diesel or electric driven,
Precision scientific instruments,
Survey instruments
Paper and pulp-making machinery,
Iron castings,
Forgings,
Air-conditioners,
Cookers and refrigerators,
Loudspeakers,
Radios,
Electric lights,
Neon lights,
Rubber or plastic insulated wire,
Electric motors,
Cycles,
Electric meters,
Duplicating machines,
Thermos flasks,
Electric fans,
Cast iron pipes,
Rolled steel products,
Crown corks,
Cutlery,
Steel furniture,
Tinplate containers,
Weighing machines,
Welding electrodes,
Enamelled copper wire,
Sand paper,
Steel structures and fabrications,
Conduit pipes and fittings,
Bolts and nuts,
Locks,
Sewing machines,
Dry batteries.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

FOLLOW UP TO BRITISH WEEK IN DENMARK—*continued*

yet available, but our exports to Scandinavia as a whole during 1963 totalled £420 million. This compared with £340 million to the United States, with a far greater population. 'We have tremendous strength in the market and we have considerable opportunities. We have a good reputation for the quality of our goods. The Danes are waking up to the fact, particularly in our clothing merchandise, that we offer value for money, which you cannot get anywhere else in the world. . . . But one has not merely fashion lines to sell to four and a half million Danes, there is the opportunity to enter an expanding £420 million Scandinavian market.'

Concluding, Mr. Stobart said that it was felt that not enough British firms realized the impact of point-of-sale promotion. 'I hope that in future British Weeks manufacturers and firms participating will not think that the exercise is just a question of rallying around the country, but that there is money in it. I urgently implore British firms to take advantage of the opportunities created for them.' He added that there should be more follow-up by British manufacturers making personal visits to these markets and not simply relying on agents doing the necessary groundwork.

Mr. Stobart was introduced by Mr. W. J. Luxton, of the London Chamber of Commerce, and was accompanied by Mr. J. W. Stoodley, Regional Controller, London and South East Office of the Board of Trade, and Mr. J. Warner, Senior Commercial Officer, HM Embassy, Copenhagen. Concluding the meeting, Mr. James Heygate, a member of the Export Council for Europe, gave details of the British Weeks which are to take place this year in Amsterdam and Milan.

Spain and Colombia

A NEW Trade and Payments Agreement between Spain and the Republic of Colombia was signed in Madrid on November 20, 1964.

This is a three-year agreement under which Colombia will export to Spain a minimum of 63,000 tons of coffee worth US $66 million. Other Colombian exports will include crude petroleum, tobacco and certain manufactured articles to an approximate value of US $35 million.

Spanish exports to Colombia will include machinery, vehicles, cargo vessels and manufactured articles worth approximately US $90 million.

This Agreement was supplemented by another three-year Financial Agreement, signed on the same day, covering Spanish technical and financial aid for Colombia. Under the Financial Agreement Spain will provide funds amounting to about US $23 million for financing Colombian purchases in Spain.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 474 or 476).

China and Cuba

IT WAS RECENTLY reported in the Peking press that a number of documents on Sino-Cuban trade were signed in Peking at the end of December 1964. The documents were as follows:

1. an agreement on Sino-Cuban trade between 1965 and 1970;
2. a Payments Agreement;
3. a Protocol on Sino-Cuban trade for 1965;
4. a Protocol on the general conditions for the delivery of goods between foreign trade organizations and the two countries;
5. a Protocol on the general conditions for the sale of crude sugar to China by Cuba.

The texts of these agreements have not as yet been published.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2226) quoting reference CRE. 2903/G.

Yugoslavia and Bulgaria

THE Yugoslav newspaper *Borba* of December 27, 1964, announced the signing in Belgrade on December 26, 1964, of a trade protocol between Yugoslavia and Bulgaria for 1965.

The protocol envisages a total exchange of trade equivalent to United States dollars 36 million. Exports from Yugoslavia will include machines and equipment, chemical and pharmaceutical raw materials, ferrous and non-ferrous metal products. Exports from Bulgaria will include machines, cement, glass, eggs, and chemical products.

An increase in transport services is also envisaged.

Yugoslavia and Greece

THE Yugoslav newspaper *Borba* of December 23, 1964, announced the signing in Belgrade on December 22, 1964 of a trade protocol for 1965 and measures for economic and industrial co-operation between Yugoslavia and Greece.

The protocol envisages a total volume of trade exchanges equivalent to United States $15 million in each direction. Various forms of industrial co-operation between the two countries are also expected.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Iceland and Lebanon have been published in the 'Hints to Business Men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F.56, Hillgate House, 35 Old Bailey, London, E.C.4, Tel. City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Circuit Breakers; Tranformers for Electricity Commission of New South Wales. March 8. E.S.B. 1383/65.*

Constructional Project for State Government Insurance Office. Closing date not known. E.S.B. 1381/65.

Power Capacitor Banks for State Electricity Commission, Perth. February 11. E.S.B. 1771/65.*

Sewage Plant Equipment for Western Australian Government Tender Board, Perth. February 25. E.S.B. 1772/65.*

Spherical Roller Bearings for Irrigation and Water Supply Commission. March 1. E.S.B. 1747/65.*

Cairns Regiona Electricity Board:

Transformers. February 17. E.S.B. 1710/65.*

Lightning Arresters. February 17. E.S.B. 1400/65.*

BURMA

Socks; Blankets for People's Corporation No. 12. February 10. E.S.B. 1340/65.*

Surgical Instruments for Drugs and Instruments Department. February 15. E.S.B. 1304/65.*

CEYLON

Garden Tractor and Accessories for Ministry of Agriculture, Food and Fisheries. (Further Information.) Tender documents now available. E.S.B. 774/65.*

Locomotives for Government Railways. (Advance Information.) Closing date not known. E.S.B. 30488/64.

Water Supply Schemes for Ministry of Local Government and Home Affairs. (Further Information.) E.S.B. 37649/64.*

Water Supply Scheme for Department of Water Supply and Drainage. (Further Information.) Tender documents now available. E.S.B. 776/65.*

Water Tubes for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 777/65.*

Ministry of Land, Irrigation and Power:

Pressure Impregnation Plant. (Further Information.) Closing date postponed to March 2. E.S.B. 35941/64.*

Wiring of Buildings. March 16. E.S.B. 1724/65.

Ministry of Health:

Surgical Equipment. April 6. E.S.B. 1725/65.*

Instrument Sterilizers. (Further Information.) Tender documents now available. E.S.B. 37648/64.*

Pharmaceuticals. March 10. E.S.B. 1726/65.*

Water Supply Scheme. February 23. E.S.B. 1721/65.

Sewerage Scheme. February 23. E.S.B. 1720/65.

COLOMBIA

Instituto Nacional de Fomento Municipal:

Diesel Electric Plants. February 11. E.S.B. 1737/65.*

Pumps. February 11. E.S.B. 1734/65.*

Sulphurous Compound. February 11. E.S.B. 1736/65.*

Valves. February 11. E.S.B. 1735/65.*

COSTA RICA

Electrical Equipment for Junta Administrativo del Servicio Electrico Municipal de Alajuela. February 10. Tender documents (in Spanish) available. E.S.B. 1752/65.*

Pharmaceuticals for Costarricense de Seguro Social. February 12. E.S.B. 1751/65.*

Railway Wheels for Ferracarril Electrico al Pacifico. February 12. E.S.B. 2291/65.*

Instituto Costarricense de Electricidad:

Plastics Tubing. February 18. E.S.B. 1338/65.*

Telecommunication Equipment. February 18. Tender documents (in Spanish) available. E.S.B. 1348/65.*

Vehicles. February 19. Tender documents (in Spanish) available. E.S.B. 1774/65.*

EL SALVADOR

Printing Ink for the Proveeduria General de la Republica. February 11. Tender documents (in Spanish) available. E.S.B. 1795/65.*

FINLAND

Road Construction for Finnish National Board of Public Works and Waterways. (Further Information.) Tender documents now available. E.S.B. 1328/65.*

FORMOSA

Central Trust of China:

Axle Steel. February 18. E.S.B. 1349/65.*

Valves. February 12. E.S.B. 1330/65*

Cable Accessories. (Further Information.) Closing date postponed to February 11. E.S.B. 28892/64.*

Cigarette Paper. (Further Information.) Closing date postponed to February 10. E.S.B. 35978/64.*

Fluxes. February 20. E.S.B. 1800/65.*

Brewery Equipment. February 18. E.S.B. 1797/65.*

Dyestuffs. February 22. E.S.B. 1799/65.*

Radiographic Equipment. February 20. E.S.B. 1758/65.

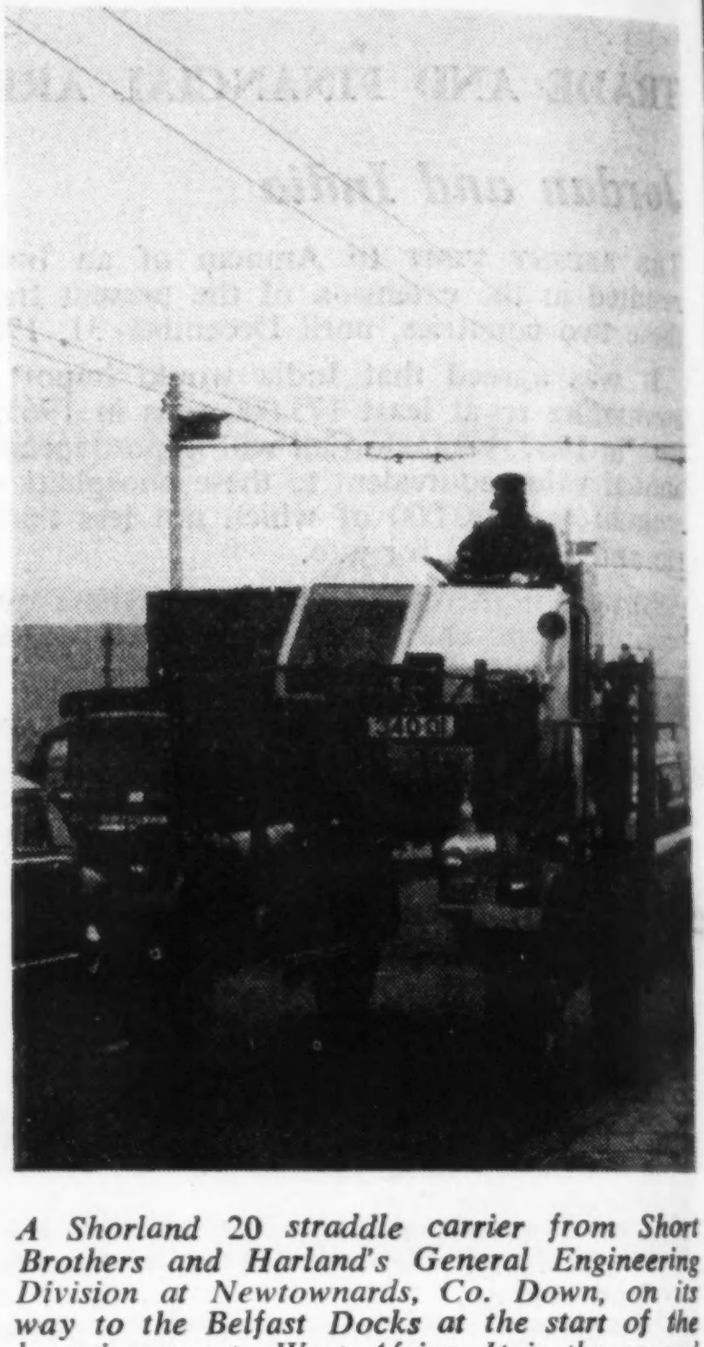
Spare Parts for Motor Grader. February 15. E.S.B. 1760/65.*

Electrodes. February 15. E.S.B. 1757/65.*

Welding Machine. February 16. E.S.B. 1759/65.*

Steel Bars. February 15. E.S.B. 1770/65.*

Steel Tubes. February 15. E.S.B. 1798/65.*



A Shorland 20 straddle carrier from Short Brothers and Harland's General Engineering Division at Newtownards, Co. Down, on its way to the Belfast Docks at the start of the long journey to West Africa. It is the second machine to be ordered by the United Africa Company (Timber) Limited and can transport long loads of up to 20,000lb. at 30 m.p.h.

FRANCE

Vehicles for Supreme Headquarters, Allied Powers, Europe. February 10. E.S.B. 1711/65.*

GREECE

Buses for Salonica City Transport Organization. February 22. E.S.B. 1367/65.

ICELAND

Steel Pipes for Reykjavik Purchasing Centre. February 18. E.S.B. 1303/65.*

INDIA

Batteries for Punjab State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 37142/64.*

Copper Conductor for Rana Pratap Sagar and Kota Dams. Februar 18. E.S.B. 1396/65.

Copper Wire Bars for Heavy Electricals (India) Ltd. March 10. E.S.B. 1384/65.

Crane for Madras State Electricity Board. February 25. E.S.B. **1379/65.**

No. 9 of a series

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Electric Geysers for Beas Purchase Organization. February 19. E.S.B. 1706/65.
Mobile Rail Crane for Hindustan Steel Ltd. February 12. E.S.B. 1704/65.*
Navigational Aids for the Paradeep Port Project. (Further Information.) Tender documents now available. E.S.B. 525/65.*
Power Equipment for U.P. State Electricity Board. February 15. E.S.B. 1332/65.*
Turbines for Neyveli Lignite Corporation Ltd. February 23. E.S.B. 1377/65.
Switchgear for Delhi Electric Supply Undertaking. (Further Information.) Tender documents now available. E.S.B. 1163/65.*
Trailer and **Tractor** for Government of Gujarat. (Specification Only.) February 15. E.S.B. 1387/65.*
Bharat Heavy Electricals Ltd.:
Steel Flats and Rounds. (Further Information.) Closing date postponed to February 18. E.S.B. 36985/64.*
Steel Plates and Sheets. (Further Information.) Closing date postponed to February 22. E.S.B. 36986/64.*
Steel Tubes. (Further Information.) Closing date postponed to March 15. E.S.B. 36984/64.*
Atomic Energy Establishment:
Electrical Equipment. (Further Information.)) Tender documents now available. E.S.B. 1123/65.*
Air Monitor. (Further Information.) Tender documents now available. E.S.B. 1122/65.*
Transistors. (Further Information.) Tender documents now available. E.S.B. 1124/65.*
Transistors. (Further Information.) Tender documents now available. E.S.B. 1125/65.*
Compressor. February 26. E.S.B. 1780/65.*
Directorate of Supplies and Disposals:
Cable. February 23. E.S.B. 1394/65.
Copper Ingots. February 24. E.S.B. 1709/65.*
Cables. March 5. E.S.B. 1705/65*
Slotting Machine. March 3. E.S.B. 1708/65.*
Electrodes. February 12. E.S.B. 1782/65.*

IRAQ

Bridge Construction for Mutasarrifiyah of Basrah Liwa. February 10. E.S.B. 1731/65.
Civil Engineering Works for Ministry of Industry. (Further Information.) Tender documents now available. E.S.B. 733/65.*
Constructional Project for the Tobacco Monopoly Administration. March 18. E.S.B. 1727/65.
Electric Lamp for Ministry of Defence. (Further Information.) Tender documents now available. E.S.B. 990/65.*
Railway Sleepers for Ministry of Communications. February 17. E.S.B. 1730/65.
Ministry of Municipal and Rural Affairs:
Pipes; Well Castings. February 16. E.S.B. 1728/65.
Water Supply. (Further Information.) Tender documents now available. E.S.B. 38334/64.*
Iraqi Ports Administration:
Furnace. February 18. E.S.B. 1361/65.
Mortuary Equipment. February 11. E.S.B. 1360/65.
Pipes. February 15. E.S.B. 1357/65.

IRISH REPUBLIC

Fire Fighting Equipment for Galway County Council. February 26. E.S.B. 1719/65.

JORDAN

Lubricants for Jordan Petroleum Refinery Co. Ltd. February 10. E.S.B. 2278/65.

KUWAIT

Ministry of Electricity and Water:
Transformers. February 17. E.S.B. 1195/65.*
Switchgear. February 17. E.S.B. 1196/65.*

LIBYA

Extension to Power Station for Electricity Corporation of Tripolitania. April 12. E.S.B. 1192/65.

MALAYSIA

Electric Cables for Central Electricity Board. March 1. E.S.B. 1395/65.
Gas Water Heaters for Public Utilities Board. February 23. E.S.B. 1365/65.*

MOROCCO

Injection Solutions for Pharmacie Centrale, Casablanca. February 22. E.S.B. 1793/65.*

NETHERLANDS

Road Construction for Directorate of Waterways. February 16. E.S.B. 1386/65.

NEW ZEALAND

Cranes for Electricity Department. March 30. E.S.B. 1307/65.*
Signalling Equipment for New Zealand Railways. March 3. E.S.B. 1712/65.*

PAKISTAN

Ticket Board for Pakistan Eastern Railway. February 15. E.S.B. 1333/65.
Directorate of Supply:
Road Roller. February 15. E.S.B. 1397/65.*
Road Roller. February 10. E.S.B. 1173/65.*
East Pakistan Industrial Development Corporation:
Chemicals. February 15. E.S.B. 1398/65.*
Porcelain Rings. February 10. E.S.B. 1399/65.*

SOUTH AFRICA

Railway Washing Plant for South African Railways. (Further Information.) Closing date postponed to February 19. E.S.B. 32745/64.*
X-Ray Unit for Transvaal Provincial Tender Board. February 12. E.S.B. 1327/65.*
State Tender Board:
Cranes. February 17. E.S.B. 2218/65.*
Drawing Instruments. February 15. E.S.B 2220/65.*
White Metal Babbits. February 18. E.S.B. 1128/65.*
Hospital Equipment. February 17. E.S.B. 1744/65.*
Photographic Equipment. February 16. E.S.B. 1743/65.*
Refrigeration Plant. February 10. E.S.B. 1745/65.*
Freeze Drying Apparatus. (Further Information.) Closing date postponed to February 11. E.S.B. 38542/64.*
Measuring Funnels. (Further Information.) Closing date postponed to February 8. E.S.B. 38395/64.*
Debarking Machines. (Further Information.) Closing date postponed to February 18. E.S.B. 37700/64.*

SUDAN

Plumbers' Solder for Ministry of Communications. March 1. E.S.B. 1346/65.*
Sudan Railways:
Lathes. (Further Information.) Tender documents now available from Sudan Government Purchasing Agent, London. E.S.B. 1177/65.*
Lubricating Oil. (Further Information.) February 16. E.S.B. 912/65.*
Shaping Machine. February 24. E.S.B. 1344/65.*

THAILAND

Dragline Bucket Spares for Royal Irrigation Department. February 10. E.S.B. 2605/65.*

TUNISIA

Equipment for Manufacture of Spark Plugs for E.T.S. S.E. Ti. Closing date not known. E.S.B. 1378/65/D.L.F.

TURKEY

Cone Crushers for Karabuk Iron and Steel Co. February 12. E.S.B. 1374/65.*
Construction of Dam and Power Station for State Hydraulic Works. March 25. E.S.B. 1375/65.

UNITED STATES OF AMERICA

Power Transformers for Department of the Interior, Bonneville Power Administration. February 12. E.S.B. 1746/65.*

VIETNAM

Central Purchasing Authority:
Scientific Instruments. February 19. Tender documents. (Specification in French) available. E.S.B. 1371/65.*
Stationery Supplies. February 17. E.S.B. 1786/65.*
Tyres and Tubes. February 19. E.S.B. 1370/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

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Australia

Agency inquiry for millinery fabrics wool felt hoods. (E.S.B. 2017/65.)
Manufacture under licence – cutlery; furniture hardware and fittings; jewellery; silverware; sporting trophies. (E.S.B. 37460/64.)

Austria

Agency inquiry for gin. (E.S.B. 1276/65.)
Agency inquiry for confectionery. (E.S.B. 1273/65.)
Agency inquiry for chocolates. (E.S.B. 1274/65.)
Agency inquiry for carpets; floor coverings; children's and babies' articles. (E.S.B. 1279/65.)
Agency inquiry for food specialities. (E.S.B. 1209/65.)
Agency inquiry for confectionery; foodstuffs. (E.S.B. 1210/65.)

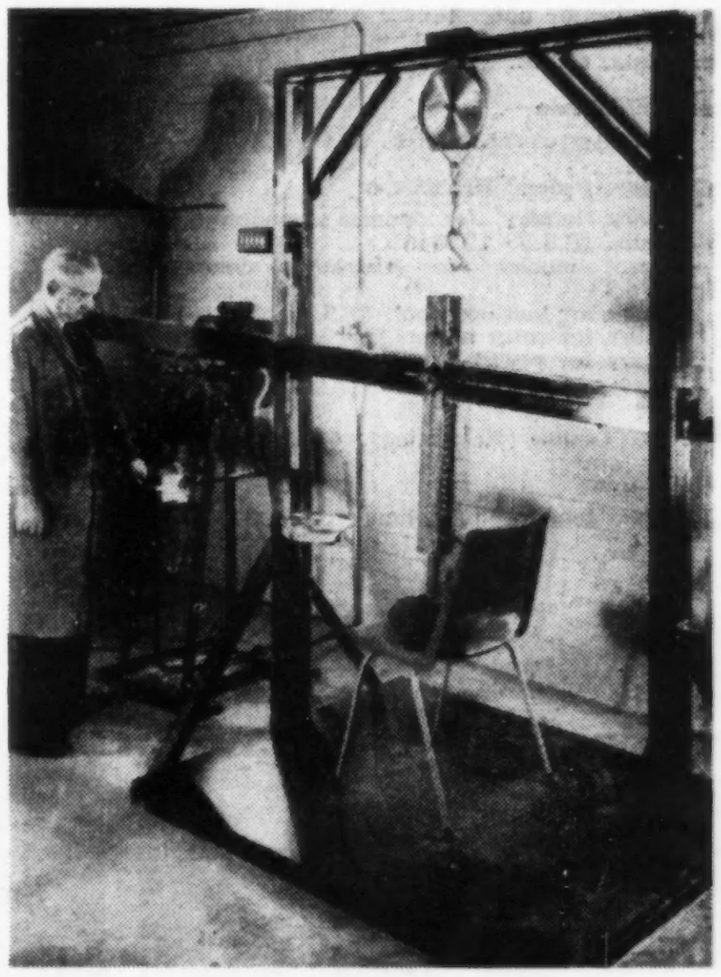
Bahamas

Inquiry for gloves; synthetic textile piece-goods. (E.S.B. 2024/65.)

Belgium

Agency inquiry for carpet grips. (E.S.B. 2059/65.)

(*Continued on next page*)



A new tubular steel chair with a polypropylene seat and back shell being tested to take the weight of a 16 stone man 100,000 times in the Design & Development centre of Pel Ltd., a TI Company. Pel developed this chair in conjunction with Alexander Phillipus, a Dutch designer, GEC Moulded Plastics Division and ICI whose 'Propathene' was used. The chair has already been well received in export markets.

For: **ACCURACY, EFFICIENCY and SPEED in TECHNICAL, COMMERCIAL and GENERAL**

TRANSLATIONS

Contact **SPANIMEX TRANSLATORS AND INTERPRETERS**

32-34 Borough High Street, S.E.1. Tel.: HOP 2141 Telex: 261616

Canada

Agency inquiry for hand tools; woodworking machinery. (E.S.B. 1665/65.)
Inquiry for carpeting. (E.S.B. 1821/65.)
Inquiry for chemical plant and equipment. (E.S.B. 1877/65.)
Inquiry for advertising novelties; cutlery; giftwares; vinyl and leather articles. (E.S.B. 1874/65.)
Inquiry for toilet accessories. (E.S.B. 1810/65.)
Inquiry for nuts and bolts. (E.S.B. 1939/65.)
Inquiry for microscopes. (E.S.B. 1935/65.)
Inquiry for boats. (E.S.B. 1867/65.)
Market report on metal prefabricated industrial and commercial buildings. (E.S.B. 36863/64.)

Ceylon

Inquiry for machinery items; sports goods; toys; presentation articles. (E.S.B. 1440/65.)

Costa Rica

Inquiry for electrical cables; electrical appliances, equipment and materials. (E.S.B. 2012/65.)

Denmark

Agency inquiry for skirts. (E.S.B. 1995/65.)

Ecuador

Agency inquiry for tyres. (E.S.B. 1487/65.)
Inquiry for abattoir equipment. (E.S.B. 1189/65.)

Ethiopia

Inquiry for sisal decorticator. (E.S.B. 1862/65.)

Finland

Inquiry in respect of fertilizer plant project. (E.S.B. 1583/65.)

France

Agency inquiry for tools. (E.S.B. 2006/65.)
Agency inquiry for dictating machines; tape recorders. (E.S.B. 1476/65.)
Agency inquiry for electronic components. (E.S.B. 1604/65.)
Agency inquiry for dairy equipment. (E.S.B. 1471/65.)
Inquiry for packing machinery. (E.S.B. 1472/65.)
Inquiry for refrigerated vehicles. (E.S.B. 1037/65.)
Inquiry for industrial supplies and equipment. (E.S.B. 1974/65.)
Manufacture under licence – oil-fired boilers; dry cleaning machines; electrical appliances; industrial washing machines. (E.S.B. 27086/64.)

France/Albania

Trade Agreement. (C.R.E. 6840/G.)

Germany, Federal Republic of

Agency inquiry for women's underwear; foundation garments. (E.S.B. 1954/65.)
Agency inquiry for laboratory equipment. (E.S.B. 1684/65.)
Inquiry for knitting wool. (E.S.B. 1076/65.)
Inquiry for rotor motors. (E.S.B. 1830/65.)
Inquiry for pewter articles. (E.S.B. 1436/65.)

Guinea

New Trading Regulations. (C.R.E. 10751/G.)

Hong Kong

Inquiry for foodstuffs; liquors; wines. (E.S.B. 1875/65.)

India

Inquiry for fire-fighting equipment. (E.S.B. 29927/64.)

Israel

Agency inquiry for bandages; pharmaceutical sundries. (E.S.B. 2114/65.)
Agency inquiry for toggle switches. (E.S.B. 1982/65.)
Inquiry for elevator parts. (E.S.B. 1907/65.)
Inquiry for domestic electrical appliances; television sets. (E.S.B. 1520/65.)
Inquiry for quarry equipment. (E.S.B. 1496/65.)

Italy

Inquiry for steel. (E.S.B. 1901/65.)

Italy/Tunisia

Trade Agreement. (C.R.E. 7425/G.)

Lebanon

Inquiry for petroleum tank and pipe line construction. (E.S.B. 1606/65.)

Malawi (Nyasaland)

Agency inquiry for bicycle tyres and tubes. (E.S.B. 1936/65.)

Malaysia

Inquiry for ammunition for sporting guns; automatic and electrical domestic equipment; cookers. (E.S.B. 38497/64.)

Mexico

Inquiry for fibre board and paper plant and equipment. (E.S.B. 19300/64.)

Netherlands

Agency inquiry for pleasure craft. (E.S.B. 1819/65.)
Inquiry for spraying installations. (E.S.B. 2033/65.)

New Zealand

Inquiry for medical supplies; pharmaceuticals. (E.S.B. 2022/65.)

North America

Visits of Department Store Buyers. (E.S.B. 1551/65.)

Pakistan

Inquiry for plastics lamination machinery and plant. (E.S.B. 1558/65.)

Panama

Inquiry for builder's hardware; conduits and pipes; electrical wire; rope; stationery and office supplies; tools; toiletries. (E.S.B. 1814/65.)

Peru

Inquiry for auxiliary equipment; electrical instruments; heavy equipment; machine tools. (E.S.B. 38273/64.)

Portugal

Agency inquiry for swimming pool cleaning machines; telescopic window washers. (E.S.B. 2002/65.)
Agency inquiry for toys. (E.S.B. 1843/65.)
Agency inquiry for anodes. (E.S.B. 1854/65.)
Agency inquiry for foodstuffs. (E.S.B. 1900/65.)

Rhodesia

Agency inquiry for greeting cards. (E.S.B. 2013/65.)
Manufacture under licence – plastics items. (E.S.B. 1427/65.)

Saudi Arabia

Inquiry for vehicles; agricultural implements. (E.S.B. 1086/65.)

South Africa

Inquiry for electronics equipment and apparatus. (E.S.B. 1669/65.)
Inquiry for piece-goods. (E.S.B. 1053/65.)

Spain

Inquiry for sea water conversion plant. (E.S.B. 38230/64.)
Inquiry for materials for men's dressing gowns. (E.S.B. 2023/65.)

Sweden

Agency inquiry for packaging machinery; plastics machinery and equipment. (E.S.B. 1600/65.)
Agency inquiry for automatic strapping machines; tension steel band. (E.S.B. 1632/65.)

Switzerland

Agency inquiry for floor coverings. (E.S.B. 1657/65.)
Agency inquiry for beer; cleaning products; groceries; liqueurs; spirits; toilet requisites. (E.S.B. 2961/64.)
Inquiry for clothing; woollen materials. (E.S.B. 1614/65.)

Thailand

Inquiry for tinned fish. (E.S.B. 1881/65.)

Tunisia

Inquiry for textiles; thread. (E.S.B. 465/65.)

United States of America

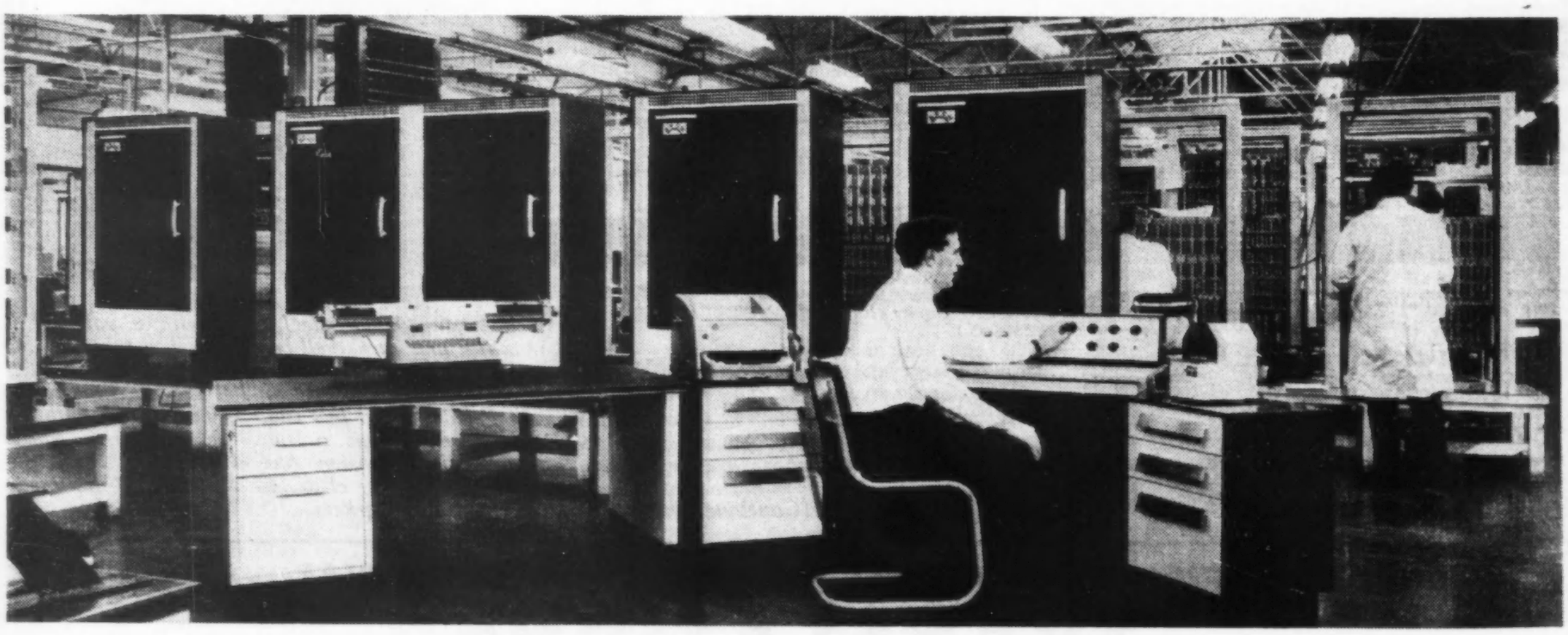
Agency inquiry for cutters; stamping dies. (E.S.B. 1435/65.)
Agency inquiry for camping equipment; sports goods. (E.S.B. 1055/65.)
Agency inquiry for luggage locks and fittings. (E.S.B. 1453/65.)
Agency inquiry for gift wrappings; housewares; school supplies. (E.S.B. 1639/65.)
Agency inquiry for housewares. (E.S.B. 1457/65.)
Inquiry for footwear. (E.S.B. 1439/65.)
Inquiry for biscuits. (E.S.B. 1855/65.)
Inquiry for builders' hardware and bathroom fixtures; electrical supplies. (E.S.B. 37461/64.)
Inquiry for turret lathes. (E.S.B. 1956/65.)
Inquiry for chemicals. (E.S.B. 13049/62.)
Inquiry for foodstuffs. (E.S.B. 1944/65.)
Inquiry for household accessories; pewterware. (E.S.B. 1841/65.)
Inquiry for giftware; leather goods; novelties; sports goods and accessories. (E.S.B. 37533/64.)
Inquiry for hand tools; electronic soldering irons. (E.S.B. 1901/65.)
Manufacture under licence – shower heads. (Further Information.) (E.S.B. 37529/64.)
Manufacture under licence in Britain – waste disposal facilities. (E.S.B. 23568/64.)
Promotion of British Goods in United States Department Stores. (E.S.B. 36822/64.)

Various Countries

The United Nations Special Fund. (G.D. 183/1964.)

West Africa

Establishment of River Niger Commission. (C.R.E. 8983/G.)



An ARCH 1000 computing system for export to Germany reaches the end of Elliott-Automation's industrial computer production line at Park Royal. This system, which is being supplied to Badische Anilin and Soda Fabrik, will be used for chemical process control. In addition to installations in the United Kingdom Elliott-Automation has exported similar systems to Russia, Czechoslovakia, Holland and Austria.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

TURKEY

Global import quotas and liberalization lists (1)

IT WAS ANNOUNCED in the *Board of Trade Journal* of January 22, 1965 (page 191) that the Turkish authorities had issued the fourteenth list of global quotas and the liberalization lists. Exporters are reminded that applications to import under the quotas must be made by Turkish importers before February 4, 1965. Import licences will be valid for six months. The liberalization list will be published in next week's *Board of Trade Journal*.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext.460 or 462).

Fourteenth Quota List (EMA and Free Currency Zone).

Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
1	05.15.20	Only seeds of polyhybrid silk cocoons. (At the order of the Ministry of Agriculture)	—	112	
2	08.01.20	Only coconuts	10	—	
	12.07.90	Only vermouth plant			
	13.03.40	Only pectin			
3	09.01.11	Raw coffee. (At the order of Customs and Monopolies)	—	2,000	
4	09.04.10	Black pepper (unground)	—	25	
5	09.04.90	Only capsicum	10	10	
	09.05	Vanilla			
	06	Cinnamon and cinnamon flowers			
	07.	Cloves (not ground)			
	08	Nutmegs			
	09.10.10	Saffron			
	90	Other spices			
6	12.01.20	Copra	25	—	
7	13.01.10	Only henna	—	1	
8	15.05.10	Only pure lanoline	30	5	Only for the pharmaceutical industry
	15.11.10	Glycerine (only up to codex specifications)			
	25.08 28.42.42	Only pure chalk			
9	15.04.90	Only whole oil	40	5	
	15.07.11	Castor oil			
10	15.03.10 20	Oleostearin	200	10	
	15.06	Other oils of animal origin			
	15.07.25	Palm oil			
	26	Cocoa oil			
	27	Palm kernel oil			
	38	Other inedible fixed vegetable oils used in industry.			
	15.10.10	Acid-oils for industry			
	15.12.10	Whale oil (hydrogenated)			
11	17.02.29	Only caramelized sugar	5	5	
12	18.01	Cocoa beans	250	—	
	18.04	Cocoa butter			
13	15.03.10 20	Oleo oil and other	For making infant food only		
	15.07.26	Cocoa oil	20	—	
14	13.03.40	Other vegetable juices and extracts	50	—	
	21.07.90	Only concentrated beverages not containing alcohol (for industrial establishments possessing an automatic cleaning and filling organization)			
15	23.07	Vitamins, antibiotics, mineral substances, sickness preventives for animals and other additives for fodder. (At the order of the Ministry of Agriculture)	—	30	AID
16	25.17	Only flint. (For the needs of ceramic factories)	10	—	
17	25.23.21	Common artificial Portland cement (At the order of the Ministry of Industry)	—	1	
18	25.07.90	Other (including bentonite)	90	—	
	28.22	Manganese oxides.			
	28.30.31	Sal ammoniac in powder (only for dry batteries)			
	38.01.10	Artificial graphite			
	25.19	Natural magnesium carbonate (except those containing more than 2·5% calcium oxides)			
19	25.24	Asbestos	200	—	
20	27.04	High grade coke for the carbide and ferrochrome industries	150	—	
	38.19	Only sodberg paste (for carbide and ferrochrome)			
21	27.10.20	Petroleum and the like (except standard solvent)	—	1,000	
	27.10.31	Motor oil and the like			
	27.10.32	Diesel oil and the like (At the order of the Ministry of Commerce.)			
22	27.12	r.t.m. Vaseline (petroleum jelly)	10	5	
	28.02.30 25.03	Only sulphur insoluble in carbon sulphur colloidal – insoluble sulphur			
	28.30.31	Only pure ammonium chloride (only those of codex specification or purer)			
23	26.01.76	Only rutile extracted from titanium	50	—	
	44.12	Only wood meal			
	47.01.70	Only cellulose powder			
24	27.06	Only creosote oil	50	—	
25	28.08.10	Sulphuric acid Nitric acid Sulphides	Only chemically pure		
	28.09.10 28.35		10	5	
	28.09.20	Sulphonitric acid			
	28.16.30	Ammonium solution of codex specification or purer.			
26	28.17.10	Sodium hydroxide (caustic soda)	500	50	AID
	20	Potassium hydroxide			
	30	Sodium peroxide			
	40	Potassium peroxide			
27	28.21	Chrome oxides and hydroxides (except chromic acid and chrome trioxide)	75	10	
	28.46.10	Borax			
	28.47.50	Chromates			
	60	Potassium bichromate			
	90	Other			
28	28.23.10	Iron oxides (except yellow and red synthetic iron oxides and natural iron oxides)	10	5	
	28.23.29	Iron hydroxide (except yellow and red synthetic iron oxides and natural iron oxides)			
29	28.31.10	Only chloride of lime	50	—	
30	28.37	Sulphites and thiosulphates (except sodium sulphite and thiosulphate)	15	5	
31	28.39.21 31.02.20	Ammonium nitrate (for the manufacture of sodium monoxide)	10	—	
32	28.42.13	Sodium carbonate (soda)	50	5	
	16	Potassium carbonate			
	17	Lead carbonate			
	42	Calcium carbonate, precipitated			
33	15.10.10	Industrial fat acids	For paint factories		
	28.25	Titanium oxides			
	32.07.40	Other colouring substances			
	39.01.10	Only synthetic resins			
	32.09.39	Only aluminium and bronze paste	400	—	
	29.01.42	Only xylol			
	29.15.90	Other (except phthalic anhydride)			
34	28.25	Titanium oxides	For uses other than the paint industry		
	32.07.40	Other colouring substances			
	38.11.60	Other preparations and products used in the manufacture of plastic paint	100	25	
35	35.05.90	Only soluble starch			
	13.03.40	Other			
	27.10.20	White spirit			

(Continued on next page)

TURKEY, *continued*

Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000	dollars)	
	28.38.51	Iron sulphate			
	59	Nickel sulphate			
	28.49	Colloidal precious metals, and other	40		
	38.12.10	Preparations used as mordant in the textile industry (except binders)		20	
	38.12.20	Other (excluding those containing starch and dextrin)			
36	29.01.42	Only xylol (for making pest control products)	50		
37	29.14.31	Formic acid	—		
38	29.15.90	Other (except phthalic anhydride and plastifiers)	10	—	
39	30.03.11	Only penicillin procaine containing aluminium monostearate		10	
	13	Chloromycetin and its derivatives		—	
	14	Aureomycin and terramycin and their derivatives			
	15	Para-amino-salicylic acid and its salts			
	16	Isonicotinic acid, hydrazide and their derivatives	—		
	17	Thiosemicarbazide and its derivatives			
	29	Other		350	
	40	Second class preparations			
	50	Third class preparations (At the order of the Ministry of Health.)			
40	30.03.40	Second class preparations			
	50	Third class preparations (At the order of the Ministry of Agriculture)	—	50	
41	30.04.11	Medicated gauze			
	12	Oil cloth, sticking plaster			
	13	Medicated cotton			
	19	Other			
	30.05.10	Sterilized catguts	—		
	39.07.90	Only medicated plastic strips			
	50.08	Only catgut of silk yarn (With the permission of the Ministry of Health.)		25	
42	34.07.10	Dental wax	—		
43	32.01.20	Mimosa extract			
	30	Only quebracho extract			
	32.02	Tannins, their salts, ethers, esters and other derivatives	25	5	
	32.03	Only synthetic tannin substances			
44	32.05	Dyes for dyeing the mass of rubber and plastic, used only in the plastic and rubber industries		5	
	06				
	07		25		
45	32.06	Colouring lakes	25		
	32.07.10	Lapis lazuli			
46	32.09.11	Only cellulosic varnishes		—	
	12	Chloro-rubber varnishes	20	10	
	21	Only cellulosic colours and cellulosic paste			
47	32.09.39	Aluminium paste, bronze paste and only dyes for finishing leather and textiles	50	5	
48	32.09.19	Varnish for the rubber industry	5		
49	32.09.19	Only special varnish for enamel (for the cable industry and metal printing)	20	—	AID
50	32.09.11	Synthetic varnishes } For artificial			
	32.09.11	Synthetic colours } wood and	50		
	39.01	Polyester lake } laking plants		—	
51	32.10	Colours	—		
52	32.13.21	Duplicating ink, China ink, copying ink and similar inks (except stamping ink and black duplicating ink)		—	
				1	
53	32.13.29	Only concentrated ink and ink for ball point pencils	—		
54	33.01.22	Mint	30		
55	33.01.23	Citronella	5	5	
	24	Melissa			
	25	Ylang-ylang		—	
	29	Other	30	—	
	33.02	Terpenic by-products of the deterpenation of essential oils		10	
56	33.04	Essential oils			
	33.01.29	Other			
	33.05.20	Other	50		
57	34.02	Organic surface-active agents, surface active preparations and washing preparations (except those containing soap and dodecylbenzol sulphonate 'alkilaryl sulphonate' and binders). (For manufacturers of auxiliary materials for leather and textiles)	70	10	
				—	AID
	29.14.31	Formic acid			
58	34.02	Organic surface-active agents, surface active preparations and washing preparations (except those containing soap and dodecylbenzol sulphonate 'alkilaryl sulphonate' and binders). (For manufacturers of agricultural emulsions and the chemical industry)	250		
59	35.01.10	Lactic casein (for the manufacture of pest control products)	10		
60	35.03.11	Gelatine and gelatine derivatives	5	—	
	19	Other			
61	35.06.90	Other adhesive preparations (excepting casein paste, skin and bone glue, fish glue, starch and dextrine paste, rubber solution and adhesives of a polyvinyl acetate basis, synthetic rubber solutions of neoprene basis and all sorts of glues in containers of 70 gr. or less)	20	10	
62	36.01	Gunpowder			
	36.03	Mining and blasting fuses			
	36.04	Percussion and detonation caps	75	—	
	36.05	Pyrotechnic products (excluding fire works). (At the order of the Ministry of Industry)			
63	37.01.20	Only photographic plates and flat films sensitized and not exposed	—	15	
64	37.02.21	Cinema films (unexposed) (only fireproof)	50	5	
65	37.02.22	Photographic films (unexposed)	20	50	AID
	29	Other			
66	37.03	Sensitized paper, paperboard and cloth (except ozalid and similar papers unexposed or exposed and undeveloped)	—	25	
67	37.05	Plates and films	5	5	
68	38.03.10	Activated carbon	20	—	
	90	Other			
69	38.03.20	Infusorial earth	50	—	
70	38.13	Only metal scaling products	—	15	
71	38.14	Anti-knock preparations and other	—	25	AID
72	38.19.20	Only cyanide compounds (for chain factories)	5	—	
73	38.19.20	Other chemical products and by-products of the chemical industry not elsewhere mentioned (except rubber solution for hot or cold repair of inner tubes and binders)	500	25	AID
74	38.19.20	Only chemical preparations for impregnating wood. (At the order of the Ministry of Agriculture)	100	—	
75	34.02	Only auxiliary substances for the textile industry (except those containing soap, dodecylbenzine sulphonate and binders and sizing materials on a starch and dextrine basis and containing homo polymer polyvinyl acetate)	60	—	
	38.12				
	38.19.20				
	39.02				
	39.03.90	Only sizing materials for the textile industry			
76	34.02	Only auxiliary substances for leather (except those containing soap and dodecylbenzine sulphonate 'alkylaryl sulphonate' and binders and homo polymer polyvinyl acetate)	50	—	
	38.12				
	38.19.20				
	39.02				
77	34.02	Only pigment binders used in the leather industry (except those containing soap and dodecylbenzine sulphonate 'alkilaryl sulphonate' and homo polymer polyvinyl acetate)	25	—	
	38.12				
	38.19.20				
	39.02				
78	34.02	Only binders used in the textile industry (except those containing soap and dodecylbenzine sulphonate 'alkylaryl sulphonate' and homo polymer polyvinyl acetate)	50	—	
	38.12				
	38.19.20				
	39.02				
79	29.15.90	Only plasticizers			
	39.01	Condensation, polycondensation and polyaddition products (excepting polyester boards and alkyd resins whether or not modified)			
	39.02.10	Products in liquid or paste state and other (excepting polyester boards and homo polymer polyvinyl acetate)			(Except boards manufactured by pressing sheets of paper impregnated with artificial resins (laminated plastic material) and all kinds of spongy plastics).
	90	Only plastics of acrylic basis			
	39.03.40	Products in liquid or paste state and other			
	39.04	Hardened albuminoids (except galalith boards and bars)			
	39.05	Natural resins modified by fusion and other (except resins containing colophony)			
		($100,000 are at the disposal of the Ministry of Industry for the manufacture of polythene bags for fertilizers).	1,800	—	AID
80	38.19.20	Products obtained by polymerization and copolymerization and products of the chemical industry (for the needs of the chemical and plastic industries) (except homo polymer polyvinyl acetate)	40	—	
	39.01.10				
	39.02.10				
81	39.01.10	Only synthetic resins and cellulose derivatives (except alkyd resins, whether or not modified) only chemical lakes and polyester derivatives and derivatives of natural rubber (except homo polymer polyvinyl acetate) (for artificial and plywood, rubber bobbin and balata factories)	200	—	
	02.10				
	03.40				
	39.05				
82	29.15	Only plastifying materials			
	39.02.10	Only polyvinyl alcohol			
	34.02.20	Surface-active products	75	—	
	39.03.40	Only hydroxyethyl and carboxymethyl cellulose			
	29.14.31	Formic acid			
83	39.01.90	Only boards formed by pressing sheets of paper impregnated with artificial resins (laminated plastic material)	—	1	
84	39.01.90	Only bakelized paperboard (except those for decorative purposes)	—	10	
	39.03.50	Vulcanized fibre			
85	39.02.10	Only plastics of an acrylic basis (except all kinds of spongy plastics and homo polymer polyvinyl acetate)	—	5	
	39.02.90				
86	39.02.90	Only plastic plates (for plants pos-			

Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000	dollars)	
		sessing vacuum assembly machines and manufacturing geometric and drawing instruments)	20	—	
87	39.03.12 39.03.90	rtm Cellophane (cellulose wrapping) (only hot water adhesives)	10	—	
88	39.03.90	Only celluloid plates and tubes	60	5	AID
89	39.04.90	Only galalith in sheets and rods	15	5	AID
90	40.01.20 38.19.20 13.02.21	Only gum elastic for the manufacture of chewing gum Gum mastic	5	—	
91	40.05	Only cord fabric (for reaper belting)	5	—	
92	40.06.29	Other (except solutions of natural rubber, hot and cold solder and homo polymer polyvinyl acetate)			
	35.06.90	Only synthetic rubber solution of a neoprene basis	—	10	
93	40.02	Synthetic rubber (for oil felt)	10	—	
94	40.06 40.08 40.14.20	Only rubber cushions for magnetic or non magnetic refrigerator doors	—	5	
95	40.07.10	Bare rubber thread, round (except square and round thread No. 60 or thicker)	10	5	
96	40.09.10	Only special tubing for power hammers of a service pressure exceeding 40 atm. for 2 hours without interruption of an inner diameter of 1 in. and over	—	5	
97	40.10	V-belting for agricultural machines and implements. (At the order of the Ministry of Agriculture)	—	50	
98	40.10	Only V-belting	—	100	
99	40.11.11 12 21 22	Only tyres and inner tubes of such qualities and sizes that are not manufactured in Turkey. (At the order of the Ministry of Commerce)	—	600	AID
100	40.11	Only bicycle tyres	—	20	
101	40.12 13.10 13.20	Medical articles (except teats, gloves and draw sheets, hot water bags, ice bags, floating mattresses and cushions)	—	5	
	16.10	Only X-ray aprons			
102	40.14.20	Other articles of rubber (except drawsheets for children and white flaps for automobile tyres, floating mattresses and cushions, mats and pedal rubbers, hot water and ice bags)	—	10	
103	41.01.11	Fresh bovine hides (up to 15 kilos)			
	15	Dried bovine hides (up to 15 kilos)	500	—	AID
	21	Fresh calf hides (all kinds)			
	25	Dried calf hides (all kinds)			
104	44.03.30 80	Mine props (At the order of the Ministry of Energy and Natural resources)	—	1	
105	44.03.40	Other trees for veneer, not growing in Turkey	10	—	
106	44.21	Packing cases			
	48.16.10	Packing boxes. (At the order of the Ministry of Commerce for exporters)	—	10	
107	44.11.21	Wooden pegs for shoes	—	2	
108	44.03.50	Only paper pulp wood for 'schleifer' (At the order of the Ministry of Industry)	5	—	
109	44.05 44.14	Sawn wood suitable for the manufacture of packing cases (for packing export goods). (At the order of the Ministry of Commerce)	—	5	
110	45.03	Articles of raw natural cork (except stoppers)	—	5	
111	45.04	Agglomerated cork and articles thereof	50	10	
112	48.01.20	Paper weighing 50-55 gr. per m². (At the order of the Ministry of Industry)	5	—	
113	48.01.30	Coloured paper for making carbon paper	25	—	
114	48.01.41	Printing and writing paper	—	1	
115	48.01.41	Printing and writing paper (for preparing ozalid paper, gummed paper, millimetric paper and similar special papers)	40	—	
116	48.01.42 43	Packing paper with persulphite (to be given to manufacturers of waxed paper)	20	—	
117	48.01.42	Only hutbak paper (weighing less than 19 gr. per m²)	—	50	
	48.05.90	Other. (At the order of the Ministry of Commerce for exporters)			
118	48.01.44	Kraft paper	1,000	—	AID
119	48.01.61 48.10 48.21.29	Cigarette paper (monopoly) Filter paper for cigarettes	180	—	
120	48.01.64	Paperboard for the manufacture of statistical cards (in reels) weighing 155 to 180 gr. per m²	50	—	
121	48.01.62	Blotting paper			
	63	Drawing paper			
	69	Other papers			
	48.03	Only parchment paper and imitations thereof (except paraffin paper)			
	48.05.90	Other paperboards			
	48.06.10	Only scale paper for measuring instruments	85	15	
	48.07	Paper and paperboard glazed, coated and impregnated, painted or printed (excluding gummed paper, paraffin paper carbon paper of all sizes and colours in reels or in sheets and imitations of leather those submitted to flockage)			
122	48.01.69 48.07.30	Only paper for preparing transfer-			

Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000	dollars)	
		papers	10	—	
123	48.04	Only tarred kraft paper (for the fertilizer factories)	35	—	
124	48.08	Filter paper and blocks	—	5	
125	48.13.20	Stencils	—	10	
126	48.13.30	Other copying papers (except carbon paper of all colours)	—	5	
127	48.21.29	Other articles of paper and paperboard and only filter elements for motors of paper or paperboard, whether or not combined with other materials (excluding handkerchiefs, covers, gummed paper reels and the like)	—	10	
128	49.08	Only transfers for industry	15	—	
129	49.11.11 14	Printed drawings and photographs Other	—	2	
130	51.01.21 31 41 51 51.03.21	Yarn of artificial continuous fibres (only for making velvet and labels)	20	—	
131	51.01.10 51.03.10	Only yarn of synthetic fibre (for makers of fishing nets)	150	—	
132	51.01.21 31 41 51 51.03.21	Yarn of artificial continuous fibre	600	—	AID
133	51.01.22 32 42 52 51.03.25	Yarn of synthetic continuous fibre	1,250	—	AID
134	51.02	Artificial materials (monofil, strip and the like) (except imitation catgut) (for the manufacture of fabric and knitted goods)	60	—	
135	51.02	Synthetic materials (monofil strip and the like) (except imitation catgut (for the manufacture of brushes)	15	—	
136	52.01	Metal wire combined with textile yarn	15	—	
137	53.01.10	Merino wool (in the yolk). (No more than $6,000,000 may be used during the period of the XIVth Programme. If the quantity used during this period is less than $6,000,000 the balance shall be carried forward to the XVth programme)	12,000	—	
138	53.02.11 12 30 58.07	Hair suitable for spinning Other rabbit hairs Other fine hairs, unsuitable for spinning Chenille and other yarns	20	10	
139	54.03.10	Flax yarn (No. 7 metric and thinner)	10	5	
140	54.04.10	Shoemakers' yarn (No. 7 metric and thinner)	—	5	
141	55.01	Only long staple cotton. (At the order of the Ministry of Commerce)	1	—	
142	55.05.90	Netting yarn	—	10	
143	55.09	Only special fabric for typewriter ribbons			
	32.07.40	Other colouring substances. Only for the manufacture of typewriter ribbons			
	32.06.10	Only synthetic colouring lakes	25	—	
	32.02.29	Other prepared colouring materials			
144	56.01.20 02.20 04.20	Discontinuous artificial textile fibres and waste	140	—	
145	56.01.10 02.10 04.10	Discontinuous synthetic fibres and waste	200	—	AID
146	57.02 57.04.22	Only Manilla hemp Other fibres of the sisal and agave families only. (The minimum portion of $75,000 at the order of the Ministry of Agriculture to be used for the manufacture of cord for harvesters . binders)	200	—	
147	57.03	Only jute fibre	80	—	
148	57.06.10	Jute yarn	15	—	
149	59.07.20	Tracing cloth, painting canvas	—	1	
150	59.15	Only fire hose lined with rubber, whether or not impregnated externally	—	20	
151	59.15.30	Only hose made of flax	—	10	
152	59.17.11 12 20 90	Silk sieving fabric Sieving fabric of artificial and synthetic fibre Only oil pressing bags of synthetic fibre Only special fabric used in the asbestos industry	70	—	
153	59.17.90	Only strainer elements for motor fuel and oil	—	15	
154	60.06.10	Only varicose vein stockings and knee-caps	—	5	
155	68.03 68.05	Worked slate and articles of agglomerated or natural slate Stones, for sharpening or polishing by hand	—	10	
156	68.04.20 82.02	Saw for cutting marble	25	5	

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TURKEY, *continued*

Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
157	68.06 68.13	Only water emery and only abrasive in powder or grain (except emery paper and cloth other than water emery) only worked asbestos and articles thereof (except asbestos yarn, cord, strip, fabric, wick, packing plate and straining powder, floor covering and for furniture) (including straining asbestos plates and joint plates of of the klingerit type)	20	10	
158	68.04.20	Only emery used in industry	60	10	
159	68.14	Only brake balata (including those plaited and in rolls)	—	10	
160	69.02.20	Semi-silica (Si 02 75-85%)	100	—	
	90	Only Schamott bricks containing less than 50% of alumina			
161	69.09	Only laboratory, chemical and industrial wares and instruments made of ceramic material	—	5	
162	70.02 70.03	Glass known as 'enamel' Only glass bars and tubes of an external diameter of not more than 18 mm.	200	5	
163	70.03	Only glass in rods and tubes of an outer diameter of 18 to 30 mm.	15	—	
164	70.08	Safety and unbreakable glass	—	40	AID
165	70.20	Only glass fibre and wool	5	—	
166	70.11	Glass for electric bulbs	20	—	
167	70.04 70.06 70.05.30	Reinforced glass and other glass Only art-nouveau or printed glasses	—	5	
168	70.13.10	Only kitchen utensils made of fire-resisting glass	—	1	
169	70.14.10	Only glass for incandescent lamps	—	5	
170	70.15.12	Glasses for sun spectacles	5	5	
171	70.17.21	Glassware for laboratory and pharmacy and hygienic goods	—	20	
	70.10.11	Only medicine bottles of neutral glass. (For the pharmaceutical industry)			
172	73.01.11 73.01.15	Pig and tempered iron Cast steel	25	—	
173	73.03	Iron and steel waste. (At the order of the Ministry of Industry)	900	—	
174	73.07.10	Blooms and billets. (At the order of the Ministry of Industry)	1	—	
175	73.07.20	Slabs and sheet bars	400	—	AID
176	73.10.10	Wire rod for the manufacture of electrodes, springs and file fittings	300	—	
177	73.10.30 50 60	Angle iron Other rods of iron and steel Cold drawn or calibrated rods	—	50	
178	73.08 73.12	Only iron and steel strips of a width of 539 mm. or less (for pipe factories)	100	—	AID
179	73.11	Iron and steel sections (except curtain rails, cornices, uprights, plates and perforated sections)	180	50	AID
180	73.12 73.13	Only iron and steel strips of width of 1,000 mm. or less (only for manufacturers of hoops)	20	—	
181	73.12	Only iron and steel hoops of a width not exceeding 250 mm.	250	80	
182	73.12	Only lead plated iron and steel hoops of a width of 56.5 to 66 mm. and a thickness of 0·14 mm. (for manufacturers of Bergmann pipes).	50	—	
183	73.13	Only scaled sheets of a thickness not exceeding 0·75 mm. (At the order of the Ministry of Industry)	1	1	
184	73.13	Only common black sheets of iron or steel of 4·75 mm. or less (except scaled sheets)	1	—	
185	73.13.10 20	Iron and steel sheets (except black sheets of a thickness of up to 4·75 mm. and scaled sheets of any thickness)	300	—	AID
186	73.13.40 70 80 90	Iron and steel sheets (except black sheets of a thickness of up to 4·75 mm. and scaled sheets of any thickness)	100	400	AID
187	73.13.60	Only electrolytic tin plate. (At the order of the Ministry of Industry)	400	—	AID
188	73.13.60	Only tin plate (except electrolytic)	500	150	AID
189	73.15	Alloy steel and high carbon steel only for automobile springs	250	—	
190	73.17.10	Cast iron pipes of a diameter not exceeding 200 mm. (At the order of the Ministry of Rural Affairs)	—	1	
191	73.17.20	Cast iron pipes of a diameter exceeding 200 mm. (At the order of the Ministry of Commerce)	—	1	
192	73.18	Iron or steel tubes and pipes (excluding seamed tubes up to 6 in. diameter)	250	25	AID
	19	High-pressure steel tubes			
193	73.18	Only seamed tubes of up to 6 in. (for making exhaust and silencer pipes)	10	—	
194	73.18	Only seamed tubes not exceeding 1½ in.. (At the order of the Ministry of Rural Affairs)	—	1	
195	73.20	Tube and pipe fittings of iron and steel (except those up to a diameter of 2 in. for iron and cast iron and of 2·5 in. for sleeves) (only T tubes of unequal sides and cross and the like are included)	—	50	
196	73.24	Iron or steel containers (except L.P.G. gas tubes and tanks)	20	—	
197	73.25	Only thin or thick cables, stranded wire, ropes and the like of steel wire	—	125	
198	73.27	Only woven wire of hexagonal shape of iron or steel	—	20	
199	73.19 84.10.22 84.61 90.24 90.28	High pressure steel piping Boiling water and steam pumps and staged feed pumps Only taps, cocks and the like for L.P.G. tanks or high pressure steam boilers and their extenders and thermostatic valves Instruments for measuring liquids and gases and automatically checking temperature Electrical measuring, checking, analyzing or automatically controlling instruments and apparatus. (Only for the manufacture of boilers with an international certificate and L.P.G. tanks of over 8 m3)	100	—	
200	73.31.90	Only hob nails, furniture nails and grooved nails	—	20	
201	73.32	Only bolts and nuts, chrome or cadmium plated and screws for sheets	—	10	
202	73.31.10	Horse shoe nails	—	75	
203	73.34	Hook needles, hairpins, curling grips and the like (excluding pins, hair buckles and hairpins)	—	5	
204	73.37.10	Only parts of central heating boilers (except segments)	10	—	
205	73.40.90	Steel or cast iron material for the manufacture of insulator chains	20	—	
206	74.03.29 74.05 74.06.10 74.07.10 74.08	Wire of other copper alloys Copper sheets and strips Copper powder Brass tubes Tube and pipe fittings	50	10	
207	74.07	Only copper tubes with double wall of a diameter of 10 mm. or less and capillary tubes	10	10	
208	74.11	Woven wire of copper (only sieves for industry)	10	—	
209	74.19.39	Only conductor wire (for use in the manufacture of bulbs)	25	—	
210	76.02.11 19 76.05 76.12 76.13 76.16.10	Aluminium wire Solid rods Only aluminium flake Cables, stranded wire, cordage and the like of aluminium wire Aluminium wire netting and fabric Only aluminium nails, screws, bolts, nuts and the like (except washers)	75	10	
211	76.02.15	Aluminium sections (except frontage elements, doors and windows)	100	10	
	76.03	Aluminium sheets, plates and strips			
	76.07	Aluminium pipe fittings			
212	76.04	Aluminium sheets and strips	200	25	AID
213	49.09 73.18 73.20 76.06 07 16 84.10.22 84.10.23 84.18 84.21 84.61	Complete artificial rain systems and necessary tubes and other accessories (except L.P.G. gas tubes and gas and kerosene stoves and cocks thereof). (At the order of the Ministry of Rural Affairs)	—	50	AID
214	78.01.10	Only unwrought lead of a purity of 99·97% for accumulators. (Only for the accumulator industry and metal bearings.) (At the order of the Ministry of Industry)	50	—	
215	79.01.10	Unwrought zinc and zinc alloys containing at least 96% of zinc	900	25	
216	79.02 79.03 79.06.10	Zinc rods, sections and wire Zinc sheets, plates and strips, powder and flake Zinc nails, screws, washers, bolts, nuts and the like	75	25	
217	82.01.30 40	Scythes Sickles	—	60	
218	82.02	Only any kind of saw blade (except carpenters' band saws, carpenters' hand saws, iron hand saws and mechanical strip saws)	—	15	
219	82.03 82.04	Hand tools Other hand tools (excepting trowels and fixed or rotating vices of pig iron, sledge-hammers, various kinds of carpenter planes, hand tools with wooden body producing shavings, hammers weighing up to ½ kilo, fretsaws and sets thereof, eye-dressers)	—	25	
220	82.05	Interchangeable tools for hand tools and for machine tools for pressing, stamping and similar work (except drill bits and lathe tools of steel)	—	150	
221	82.10	Blades for the knives falling within Heading 82.09	15	—	
222	82.11.21 82.11.23 82.12 82.13.10 21	Only safety razors of metal Razors Scissors and blades thereof Manicure and pedicure tools and sets Clippers for human hair	—	25	

Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
	22	Clippers for animal hair			
	23	Blades for clippers			
223	83.01	Only locks which cannot be manufactured in Turkey as regards specifications of material and mechanical operation. (At the order of the Ministry of Industry)	—	1	
224	83.01	Only ciphered locks for safes	—	1	
225	83.07.21	Incandescent lamps (except seamen's lanterns)	—	15	
226	83.09	Goods of base metal (excluding pressure buttons and buckles)	5	10	
227	83.13 84.61	Only special valves used in aerosol bombs	25	—	
228	83.15.10	Only brazing wire and welding electrodes (excluding iron, ordinary steel and carbon steel welding electrodes)	25	10	
	90	Other			
229	84.06.20	Diesel and semi-diesel engines of over 15 h.p. (except outboard)	—	250	AID
230	84.06.40 80	Petrol engines and other internal combustion engines of 15 h.p. or less (except outboard)	—	100	AID
231	84.06.40 80	Petrol engines and other internal combustion engines of over 15 h.p. (except outboard)	—	40	AID
232	84.06.90	Only cylinder jackets (up to 200 mm.)	—	15	
233	84.06.90	Only cylinder cover, crankcase, valve cover, flywheel and pulleys	—	50	
234	84.07	Water wheels, turbines and other water engines	—	2	
	84.08	Other motors and power machines			
235	84.09.10	Mechanically drawn road rollers	—	15	AID
236	84.10.10	Distributing pumps fitted with a measuring and price device	—	25	
	21	Elevators for liquids			
237	84.10.22	Turbo pumps and motor pumps (except centrifugal normal water pumps of a capacity of 250 m.3/h or less coupled with a diesel engine or any other power of 15 h.p. or less and motor pumps for deep wells of any power and any kind of pumps without base directly attached to the pumping system) (plunger pumps are included)	400	100	AID
	23	Pumps for liquids (excluding deep well water pumps and normal centrifugal water pumps up to 250 m.3/h) (plunger pumps are included)			
	84.11	Air and vacuum pumps, motor pumps and turbo pumps, air and other gas compressors, motor compressors and turbo compressors, ventilators, blowers, and the like			
238	84.11	Only gas compressors of over 8 h.p. (for making industrial cold-storage installations)	50	—	AID
239	84.12	Only parts of air-conditioning apparatus	—	10	
240	84.12	Only air-conditioning apparatus for vehicles	—	5	
241	84.13	Only automatic furnace burners and rotative burners of a capacity exceeding 100 kg. per hour	—	80	AID
242	84.15.90	Ekovat, thermostat, condenser, evaporator, capillary tubes for refrigerator or only units constituted by same (except cord and plug)	—	50	
243	84.15.90	Ekovat, thermostat, condenser, evaporator, capillary tubes for refrigerator or only units constituted by same (except cord and plug)	For factories of commercial type refrigerators		
	84.11	Only gas compressors	75	—	
	84.17	Only condensers of commercial type refrigerators			
244	84.17	Only autoclaves, hot-air stoves sterilizers used in medicine and laboratory machinery	—	40	
	84.18	Motor driven centrifuges for medical use and chloring apparatus			
245	84.17	Only block sterilizing apparatus	—	50	
246	84.17	Only fumigatory machinery. (At the order of the Ministry of Agriculture)	—	80	
247	84.17.21	Bath heaters and water heaters	—	1	
248	84.18.10	Cream separators. (At the order of the Ministry of Agriculture)	—	5	
249	84.20.21	Only balances with automatic pointers	—	10	
250	84.21.11 90	Sprayers and atomizers used in agriculture (except sprayers for liquid carried by hand on the back or the shoulder) ($100,000 allocated for the Directorate of the Water Department). (At the order of the Ministry of Agriculture)	—	1,100	AID
251	84.21.30	Only atomizing guns	—	5	
252	84.22.20	Lifting, loading, unloading and conveying machinery and equipment (except elevators and lifting equipment of dumper trucks up to 15 tons and mechanical and hydraulic jacks of a lifting capacity of up to 50 tons used in vehicles)	—	300	AID
	84.23	Earth excavating, boring, extracting, carrying and levelling machinery and equipment, stationary or mobile			
253	84.22.20	Only hydraulic straightening apparatus and wheeled jacks for use in garages and hydraulic jacks used as tool in vehicles	—	20	
254	84.24	Agricultural machinery for preparing, working and cultivating (except shares of animal driven ploughs, harrow discs and plough discs) (including shares of tractor ploughs). (At the order of the Ministry of Agriculture)	—	150	AID
255	84.25	Harvesting and threshing machinery. (At the order of the Ministry of Agriculture)	—	4,000	AID
256	84.40.90	Parts (except inner and outer body and boiler)	100	50	
257	84.41.10	Only sewing machines for industry. (To be imported exclusively by official agents)	—	50	
258	84.41.90	Other parts (except body, disc, legs, and cabinet of machines)	—	50	
259	84.45	Machine-tools for working metals and metallic carbides	—	150	AID
	84.46	Only machine tools for optical glass			
260	84.49	Pneumatic or motor driven hand tools and machine tools (except those with built-in electric motor)	100	20	
	85.05	Electro-mechanical hand tools and machine-tools			
261	84.51	Typewriters (only with standard Turkish keyboard) (except electric machines)	—	50	AID
262	84.52.10	Calculating machines	—	70	AID
	84.53	Statistical machines operated with punch cards and the like			
263	84.52.90	Only accounting machines, stamping and ticket printing and distributing machines	—	60	
264	84.54.10	Duplicating machines	—	20	
	20	Address typing machines			
265	84.54.30	Coin sorting, counting machines and coin and note packing machines	—	15	
266	84.55	Only bodies and chassis of machines and apparatus falling within Headings No. 84.51 to 84.54 (inclusive)	20	—	
267	84.56.20	Stone crushers	—	50	
	30	Machines for separating, sorting and clearing minerals			
	80	Other machines and equipment			
268	84.61	Only taps, cocks, valves, pressure reducing valves and thermostatic valves, and other devices and apparatus for acids and compressed gas, tubes, steam valves resisting a pressure of over 10 atmospheres, only valves used as spare part in machines and motors (except large tubes and stoves for LPG valves and extenders used in LPG gas tubes and gas ranges and their cocks)	150	25	
269	84.63	Only copper alloy bearing in steel casing	—	30	
270	85.01.22	Electric generators	—	80	
271	85.01.31 32 33	Electric motors	100	50	AID
272	85.01.40	Only germanium and mercury vapour rectifiers	—	10	
273	85.01.50	Only inductance and reactance coils used in wireless sets and inductance and reactance coils with an iron core of a weight not exceeding 300 gr.	—	100	AID
	85.01.90	Parts (except body and chassis, inductance and reactance coils, windings and brushes)			
274	85.03	Only dry mercury batteries for listening instruments	—	2	
275	85.04.10	Only accumulators of alkali type (except lead accumulators)	—	5	
276	85.04.20	Only accumulator plates for stationary type accumulators of 5 mm. and thicker	—	5	
	85.04.90	Other parts of only alkali type accumulators (except those for lead accumulators and those of the liberalization list)			
277	85.06	Parts of electromechanical apparatus for home use (except body, sleeper, cover, legs and motors)	—	10	
278	85.09	Electrical lighting and signalling equipment and wipers, defrosters and demisters for cycles and motor vehicles (except glass for plastic headlights and for stop and signal lights)	—	100	
279	85.11.10	Electric furnaces for industry and laboratories	20	10	
280	85.11.20	Electric welding and cutting machines (except welding transformers)	25	5	
281	85.13	Only teleprinters, telephone exchanges for over 70 lines and telephones with not more than one knob	—	20	
282	85.14.11 12	Microphones for wire telephony Other microphones	—	15	

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Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
	20	Loudspeakers			
283	85.15.90	Only telescopic aerials, wavelength key without knob, strip	—	15	
284	85.17	Only fire, burglar and other alarms	—	5	
285	85.18	Electric condensers	150	50	AID
286	85.19.10	Only fuses of over 6,300 V service voltage, fuses, distant control switches, thermic, magnetic, thermo-magnetic, switches, bronze sockets, lightning arresters and star-triangle switches of 35 amp.	—	50	
287	85.19.10 90.26.10	Automatic switches Electric supply meters } For manufacturers of control and switch-boards	50	—	
288	85.19.40	Only starters for fluorescent and mercury vapour lamps	—	20	AID
	85.19.20	Only rheostats (sliding resistances)			
289	85.20.10	Only lighting bulbs of over 1,600 W			
	20	Fluorescent tubes (except straight tubes of 20-45 mm. diameter and 35-175 cm. long	—	5	
	80	Electric arc lamps			
290	85.20.70	Other valves and tubes (except mercury vapour tubes of up to 1,000 W inclusive)	—	5	
291	85.22	Only clock washing machines	—	5	
292	85.23.10 20	Underground and submarine cables covered with metallic plastic, rubber and other materials (except low voltage underground cables with thermoplastic insulation of up to 3 x 16 mm.² and underground telephone cables of 20 branches or less)	—	50	
293	85.23.90	Only enamelled coil wire thinner than 0·10 mm. and thicker than 3 mm. of round section and enamelled wire of rectangular section of 10mm.² and over	10	5	
294	85.25	Only high voltage insulators included in the class of chain insulators according to international standards	—	5	
295	85.26	Insulating parts for electric apparatus and installations having no metal parts used for electric connection (except parts concerning material, the import whereof is prohibited in Heading No. 85.19.10)	10	10	
296	87.01	Tractors (the specifications will be determined jointly by the Ministries of Agriculture and Industry). (At the order of the Ministry of Agriculture)	—	500	AID
297	87.01.30	Only tractors of cold storage trailers			
	87.02.13	Only cold storage trucks	—	75	
	87.14	Only cold storage trailers (At the order of the Ministry of Commerce)			
298	87.14.30	Only single and tandem axles, revolving plates, fifth wheel gear, lifting device and automatic traction hook of industrial type trailers and semi-trailers of over 10 tons (for manufacturers of cold storage trailers)	100	—	
299	87.02.11 13	Dumpers and dumping trucks of a net loading capacity of 15 tons and more (to be imported exclusively by official agents)	—	75	AID
300	87.02.13 87.04.90	Trucks and light trucks and their chassis with motor (except metal and wooden cases) (To be imported by official agents); (except panels) (To be used by Decree of the Council of Ministers)	—	1	
301	87.06	Only chassis	—	20	
302	87.06	Only doors, mud-guards and safety belts	—	20	
303	87.07.10	Factory, warehouse and similar motor trucks and tractors driven by any motor, trucks of the type used in railway stations (complete or not)	—	20	
304	87.09.10	Motorcycles. (To be imported exclusively by official agents)	—	5	
	20	Bicycles with motor			
	30	Sidecars of any kind			
305	87.12	Only parts and accessories of vehicles falling within No. 87.09, 87.10 and 87.11 (except frames and handle bars of bicycles and motorcycles, saddles, luggage-carriers, and handles of cycles, front and rear forks and tool case)	—	40	
306	87.14	Only trailers of a capacity of 10 tons and more, with brake and drawn by tractors. (To be imported exclusively by official agents)	—	20	
307	88.02.20 30	Only planes for agricultural pest control and their motorless cockpits. (At the order of the Ministry of Agriculture)	—	100	
308	90.01 90.02	All kinds of lenses, prisms, mirrors and other optical goods (except optical shaving mirrors and enlarging mirrors and objectives and eye-pieces of microscopes)	—	10	

Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
309	90.03	Only metallic frames for spectacles	—	2	
310	90.03	Only metallic parts of spectacle frames	20	5	
311	90.07.11	Photographic cameras	—	5	
312	90.08	Only cinema cameras of 35 mm.	—	20	
313	90.08	Cinematograph cameras, projection apparatus up to 35 mm. whether or not with sound	—	5	
	90.09	Fixed projection apparatus, enlarging and reducing instruments			
314	90.13	Optical instruments	—	15	
315	90.16	Drawing and drafting instruments (excluding tailors' and shoemakers' measuring tape and tables for technical drawings and water-levels, rule-squares, double and triple decimetres T-squares, squares, protractors, curves, students simple compass boxes without ruling pens)	—	5	
316	90.18.10	Only masks used in agricultural pest control	—	5	
317	90.19	Only plastic artificial teeth	—	2	
318	90.20	X-ray apparatus and other	—	250	
319	90.24	Instruments and apparatus for measuring, checking and controlling the flow of liquids and gases, or for automatically controlling temperature, and instruments for measuring the temperature of central heating and other installations only	—	175	
320	90.26.10	Electric supply meters	—	20	
321	90.28	Electrical and electronic measuring, checking, analysing and controlling instruments	—	125	AID
322	91.01	Pocket and wrist watches and the like	—	50	
323	91.07	Clockwork	—	10	
324	91.02.10 91.04	Alarm clocks of any kind (except table clocks with outer bell)	—	5	
325	91.05	Only time-registers and watchmen's telltales	—	5	
326	91.06	Time switches with clock movement or synchronous motor	—	10	
	91.09	Only springs for fixing straps or wrist watches and hooks for attaching pocket watches to chains			
327	92.01	Pianos, clavecins and other string instruments with a keyboard	—	10	
	92.02	Other string musical instruments (except mandolines)			
	92.03	Pipe and reed organs, harmoniums and other similar instruments with a keyboard			
	92.04	Accordions, concertinas and mouth organs			
	92.05	Other wind musical instruments			
	92.06	Percussion musical instruments (except drums and cymbals)			
	92.07	Electro-magnetic, electrostatic, electronic and similar musical instruments			
328	92.12.41	Only records of classical music. (With the permission of the Ministry of National Education)	—	5	
329	92.12.49	Only coiled tape for sound recording. (With the permission of the Ministry of National Education)	—	5	
330	92.13	Other parts and accessories of apparatus falling within Heading No. 92.11 (except body, disc, box and chassis)	—	20	
331	94.02.20	Only surgical operation tables and complete dentists' chairs	—	10	
332	96.02.21	All kinds of artistic brushes	—	1	
333	97.03	Only miniature motors for toys	2	—	
334	98.01	Only press-buttons	—	5	
335	98.02	Only slide fasteners and stops thereof	30	—	
336	98.03.20	Fountain pens (and refilling pencils) (except ballpoint)	—	5	
	70	Fountain pens (except ballpoint)			
337	98.05.10	Lead pencils	—	5	
	20	Pencil lead			
	30	Only drawing chalk (except tailors' chalk)			
338	98.03.50 90	Only parts and accessories of fountain pens of any kind (except body and bonnet)	25	5	
339	98.05.90	Only pastel colours for painting and teaching	—	5	
340	98.07.90	Only hand numerators	—	1	
341	98.09.20	Other	—	1	
342	98.15	Only steel insulating bottles	—	5	
		QUOTAS FOR ASSEMBLY PLANTS (xx)			
343	Miscellaneous	Articles to be imported for manufacturing and assembling tractors (including unassembled tractors)	2,500	—	AID
344	,,	Only articles to be imported for assembling trucks, light trucks and minibuses (except metal and wooden cases)	2,500	—	AID
345	,,	Articles required only for the construction of motorbus chassis with motor and motorbus bodies	300	—	AID
346	,,	Articles required for the manufacture of refrigerators	1,000	—	
347	,,	Articles to be imported for manufacturing wireless sets	800	—	
348	,,	Articles required for manufacturing electric razors	20	—	
349	,,	Articles required for manufacturing record-players	40	—	

Quota Serial No.	Tariff Stat. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
350	,,	Articles required for manufacturing tape-recorders	30	—	
351	,,	Articles required for manufacturing elevators and escalators	140	—	AID
352	,,	Articles required for manufacturing vacuum cleaners	60	—	AID
353	,,	Articles required for the manufacture of automatic telephone exchanges	40	—	
354	,,	Articles required for the manufacture of typewriters and calculating machines	50	—	
		QUOTAS FOR THE MANUFACTURING INDUSTRY			
355	,,	Articles required for manufacturing tyres	600	—	AID
356	,,	Articles required for manufacturing electronic apparatus	30	—	
357	,,	Articles required for manufacturing fuel burners	115	—	
358	,,	Articles required for manufacturing burners and radiants for LPG	20	—	
359	,,	Articles required for the manufacture of dry batteries	500	—	
360	,,	Articles required for manufacturing valves and extenders used in LPG gas tubes	400	—	
361	,,	Articles required for the manufacture of power and distribution transformers	90	—	
362	,,	Articles required for the manufacture of sewing machines	200	—	
363	,,	Articles required for the manufacture of washing machines	200	—	
364	,,	Articles required for the manufacture of building machines	200	—	AID
365	,,	Articles required by vegetable oil refineries	150	—	
366	,,	Articles for the manufacture of lathes. (At the order of the Ministry of Industry)	150	—	
367	,,	Articles required for the manufacture of air compressors. (At the order of the Ministry of Industry)	50	—	
368	,,	Articles required for the manufacture of electric supply meters. (At the order of the Ministry of Industry)	30	—	
369	,,	Articles required for the manufacture of motor sprayers for agricultural pest control. (At the order of the Ministry of Industry)	50	—	
370	,,	Articles required for the manufacture of machinery used for producing olive oil. (At the order of the Ministry of Industry)	50	—	
371	,,	Articles required for the manufacture of industrial furnaces. (At the order of the Ministry of Industry)	30	—	
372	,,	Articles required for the manufacture of electric motors	75	—	
373	,,	Articles required for the manufacture of underground cables with thermoplastic insulation of a service voltage of over 1,000 V.	90	—	
374	,,	Articles required for the manufacture of loud-speakers	20	—	
		OTHER MISCELLANEOUS QUOTAS			
375	,,	For the urgent needs of laboratories and pharmaceutical product factories. (At the order of the Ministry of Health)	125	—	AID
376	,,	For the urgent needs of industries in the private sector. (At the order of the Union of Chambers)	400	—	AID
377	,,	For the urgent needs of the State sector. (At the order of the Ministry of Industry)	400	—	AID
378	,,	For the investments of the private and State sectors (machinery and equipment). (At the order of the Ministry of Finance) (xxx)	37,000	—	AID
379	,,	Regulating and reserve quota (xx). (At the order of the Ministry of Commerce)	—	2,150	AID
380	,,	For the urgent needs of the State Supply Office and other official establishments and Ministries. (At the order of the Ministry of Finance)	—	1,000	AID
381	,,	For the requirements of artisans and craftsmen (articles included in the import lists in force) (xx.) (With the permission of the Ministry of Industry and at the order of the Confederation of the Artisans' Organization)	500	—	
382	,,	For producers of aquatic products. (At the order of the Ministry of Commerce)	—	50	
383	,,	For the purchase of ships (xx). (At the order of the Ship Survey Board)	—	3,500	
384	,,	Articles required for shipbuilding and ship repair (xx). (At the order of the Ship Survey Board)	2,000	—	
385	,,	For the requirements of sport material. (At the order of General Directorate of Physical Education)	—	50	
386	,,	For the import of surpluses (x). (At the order of the Ministry of Commerce)	—	50,000	
387	,,	Articles required for the needs of the Agricultural Sector. (At the order of the Ministry of Agriculture)	—	250	
388	,,	For the urgent needs of the State railways. (At the order of the Ministry of Communications)	600	—	
389	,,	For the requirements of tourism and touristic establishments. (At the order of the Ministry of Tourism and Information)	200	—	
390	,,	For the urgent needs of prospecting and boring installations and petroleum refineries of the State Sector. (At the order of the Ministry of Energy and Natural Sources)	900	—	
391	,,	For importing apparatus and vehicles for the disabled. (At the order of the Red Crescent Society)	—	20	
392	,,	For the Izmir Fair (x). (At the order of the Ministry of Commerce)	—	10,000	

(x) This quota is annual and shall be used during the periods of the XIVth and XVth Programmes.

(xx) This quota is half-yearly and the unused balance shall be used during the period of the XVth Programme.

(xxx) This quota is annual and one-half shall be used during the period of this Programme.

Notes

(1) If the Statistical Numbers are not indicated against the Tariff Headings mentioned in this list, the said Tariff Headings shall include all the statistical numbers determined for the said Heading No. and the relevant goods.

(2) If the phrases indicating the descriptions of the goods in this list do not contain restrictions such as 'only', 'excluding', 'except' all the goods classified under the said Heading of the Customs Tariff shall be included in the phrase in question.

(3) For imports to be made against quotas marked 'miscellaneous' the goods need not be included in the import lists. However articles included in the liberalization lists may not be imported against these quotas. The rules concerning change of goods are reserved.

(4) The letters AID in this List indicate that the articles will be paid entirely or in part out of the AID account. Details of the AID allocations will be published in the *Board of Trade Journal* as soon as possible.

QATAR

New commercial legislation

Importing businesses:

ON NOVEMBER 6, 1964, a notice appeared in the *Board of Trade Journal* giving details of Qatar Law No. 10 of 1964, relating to the registration of importers. The Qatar Chamber of Commerce recently issued the instructions to implement Law No. 10 where merchants *not* holding importing licences are concerned:

1. Letters of Credit may be issued only to merchants holding a licence to import.
2. Imports may be cleared up to the date of expiry of a letter of credit already issued.
3. Letters of Credit opened before November 2, 1964, may be amended or extended provided the size of the order is not increased.
4. The deadline for unlicensed importers to place orders abroad was January 2, 1965.
5. Unlicensed merchants were required to report to the Chamber of Commerce by January 3, 1965, all outstanding orders placed abroad before that date. Such goods may be imported provided they are cleared by January 1, 1966.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221), quoting reference number CRE. 12364/63.

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ISRAEL

Liberalization of imports

THE FOLLOWING ITEMS have been added to the list of goods for which Israeli import licences are issued without restrictions:

List No. I

Tariff Ref. No.	Description	Import Duty (Israel Pounds per square metre)	Surcharge Levy (Israel Pounds per square metre)	Purchase Tax %
50.09 (i)	Woven fabrics of silk or of waste silk other than wool substitutes	4·00	5·00	25
50.10 (i)	Woven fabrics of noil silk excluding wool substitute	4·00	5·00	25
51.04	Woven fabrics of man-made fabrics (continuous) including woven fabrics of monofil or strip excluding wool substitute:			
(a) (9)	of synthetic fibres	3·50	5·00	25
(b) (9)	of artificial fibres	3·50	5·00	25
52.02 (i)	Woven fabrics of metal thread or of metallized yarn of a kind used in articles of apparel, as furnishing fabrics or the like excluding wool substitute	3·50	5·00	25
54.05	Woven fabrics of flax or ramie excluding wool substitute	3·50	5·00	25
55.07	Cotton gauze	3·50	5·00	25
55.08	Terry towelling and similar terry fabrics of cotton	3·50	5·00	25
55.09 (i)	Other woven fabrics of cotton excluding wool substitute	3·50	5·00	25
56.07	Woven fabrics of man-made fibres (discontinuous or waste) excluding wool substitute:			
(a) (9)	of synthetic fibres	3·50	5·00	25
(b) (9)	of artificial fibres	3·50	5·00	25
58.04 (a)	Velvet fabrics excluding wool substitute:			
(1)	of synthetic fibres	3·50	5·00	25
(2)	of artificial fibres	3·50	5·00	25
(3)	of cotton	3·50	5·00	25
(4)	of natural silk	4·00	5·00	25
58.04 (c)	Corduroy fabrics excluding wool substitute	3·50	5·00	25
58.05 (b) (9)	Narrow fabrics whose width does not exceed 30 cms., excluding wool substitute	3·50	5·00	25
58.08	Tulle and other net fabrics (excluding woven crocheted or knitted fabrics), plain	3·50	5·00	25
58.09 (a) (9) (a)	Laces in the piece or strips excluding wool substitute	3·50	5·00	25
58.09 (i)	Tulle and other net fabrics (excluding woven, crocheted or knitted fabrics), figured	3·50	5·00	25
58.10 (i) (i)	Embroidery in the piece or strips excluding wool substitutes	3·50	5·00	25
59.12 (a) (1)	Fabrics for tarpaulins rendered waterproof and rot-resistant	3·50	5·00	25
59.13 (a) (9)	Elastic fabrics (excluding knitted or crocheted) consisting of textile materials combined with rubber threads excluding wool substitute	3·50	5·00	25
60.01 (i) (9)	Knitted or crocheted fabrics, not elastic or rubberized, excluding wool substitutes	3·50	5·00	25
60.06 (a) (9)	Knitted or crocheted fabrics, elastic excluding wool substitutes	3·50	5·00	25

Note:
Imports of all these items were permitted with effect from December 20, 1964.

List No. II.

Tariff Ref. No.	Description	Import Duty %	Surcharge Levy in Israel Pounds per square metre
52.01 (i)	Metallised yarn, being textile yarn spun or coated with metal, by any process, excluding wool substitutes	45	1·25
54.03 (b)	Ramie yarn, not put up for retail sale	45	1·25
54.04 (b)	Ramie yarn, put up for retail sale	45	1·25
55.05	Cotton yarn, not put up for retail sale excluding embroidery yarn	45	1·25
55.06	Cotton yarn, put up for retail sale, excluding embroidery yarn	45	1·25
56.05 (b) (9)	Yarn of man-made fibres (discontinuous or waste) artificial, put up for retail sale, excluding wool substitutes	45	1·25
56.06 (b) (9)	Yarn of man-made fibres (discontinuous or waste), artificial, put up for retail sale, excluding wool substitutes	45	1·25
806 (i)	Textile yarns combined with yarns or strips of 'Lurex' or similar type excluding wool substitutes	45	1·25

Note

Imports of these items were permitted with effect from December 20, 1964.

List No. III.

Tariff Ref. No.	Description	Import Duty
34-05 (a)	Shoe polish	140% *ad valorem* c.i.f. but not less than I.L. 4 per kilo (including the container).

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

SYRIA

Pharmaceuticals

UNDER THE TERMS of Decree No. 71 of December 27, 1964, drugs and pharmaceuticals which are proposed for import into Syria for the first time are to be referred to a committee which will decide whether a duplicate already exists on the market; if so, permission to import the new products will be denied.

The requirement for certification of free sale in the country of origin for pharmaceutical products imported for the first time must still be observed.

MALAWI

Customs tariff changes

TELEGRAPHIC ADVICE has been received from Zomba of changes in customs duties, effective from midnight on January 19, introduced in the Malawi budget for 1965. Full details will be published in this journal as soon as they are received. The following is a preliminary summary:

1. The duty on spirits has been increased by seventeen shillings and sixpence per imperial proof gallon on imports from Rhodesia and Zambia, and by eight shillings per imperial proof gallon on imports from other sources. The minimum under-strength factor acceptable for customs valuation purposes has been changed from 22 per cent to 12 per cent under proof. The duty on liqueurs and cordials has been raised by about five shillings a bottle.

2. Duty suspensions on textiles are removed, and the *ad valorem* duties on these goods increased. Any specific duties on these goods have also been increased from a penny to twopence a yard. These increases have been spread evenly across all textile imports, with the exception of certain cotton and rayon drills and twills at present importable only under licence. The duties on these remain unchanged.

3. The duty on light diesel fuel has been increased from threepence to sixpence per gallon.

4. The duties on chocolates and sweets have been doubled.

5. The duties on millinery, drapery, haberdashery, hardware, kitchenware, glassware, chinaware, refrigerators and washing machines have been increased.

6. Drugs and medicinal preparations from Commonwealth sources may be imported duty free. The duty on proprietary medicines has been increased.

RHODESIA

Suspensions of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1965 (No. 11) published as Rhodesia Government Notice No. 46 on January 15, amend the First Schedule to the Customs and Excise (Suspension) Regulations 1964, by the repeal of the following items:

Item	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 2 (2)	Inactive dried food yeast, not mixed or compounded with other substances:				
	In bulk *ad val.* or per lb.	20% £0 0s. 2½d. whichever	10% — duty shall	10% — be the	Free — greater
Ex 282	Bags, paper and transparent cellulose, printed or not printed:				
	ex (c) Other, of metallic paper, or paper-backed metallic foil *ad val.*	20%	10%	Free	Free

SUDAN

The Commercial Agents Licensing Act, 1964

AN ANNOUNCEMENT about the Sudanese Commercial Agents Licensing Act appeared in the *Board of Trade Journal* of December 4, 1964, when it was stated that the Act would come into force on January 1, 1965.

It is now understood that the Sudanese Ministry of Commerce has instructed that the Act be reconsidered. It may be assumed, therefore, that the Act is 'frozen' for the time being.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2358).

NIGERIA

Customs tariff amendment

THE FIRST SCHEDULE to the Nigerian Customs Tariff (see *Board of Trade Journal*, August 21, 1964, pages 404-408) is amended, with effect from January 5, 1965, by the Customs Tariff (Duties and Exemptions) (No. 9) Order, 1964, as follows:

First Schedule . Import Duties:
Item 51 (17) should now read:

	Rate of Duty
Sugar	the pound £0 0s. 3½d.

Note: The effect of this amendment is to increase the rate of duty on sugar from 2d. per pound to 3½d. per pound.

GHANA

Duty and purchase tax changes

THE GHANA BUDGET for 1965 introduced on January 21 provides for certain changes in purchase tax and import duties. Purchase tax is abolished on certain goods but is increased in respect of passenger cars. Some customs duties are increased and new ones introduced.

Full details will be published as soon as possible. Meanwhile, any inquiries about import duty or purchase tax changes should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

PAKISTAN

Import licensing policy for January to June, 1965

PAKISTAN ANNOUNCED HER import licensing policy for January to June 1965 recently. The policy continues to use the free list which was introduced in July last year and about which a notice was published in the *Board of Trade Journal* on August 14. The main changes in the policy are that caustic soda has been removed from the free list for importers in West Pakistan while life saving drugs already on the free list are now to be imported by industrial consumers only. Dyes and chemicals on the free list will be imported by industrial consumers up to 100 per cent of their entitlement and by commercial importers at a flat rate of Rs 25,000, and in both cases these imports will be repeatable against a Bill of Lading.

The import of tyres and tubes and of auto spares for personal use is to be discontinued and the import of scooters, motor cycles and auto motor conveyances for personal use is also to be discontinued for West Pakistan. Imports of certain raw materials and components for industry will be allowed under the Bonus Voucher scheme; according to the Chief Controller of Imports and Exports this is to enable manufacturers to 'top up' their industrial licences.

The full licensing policy may be seen at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 468).

INDIA

Foreign Exchange Bill

THE FOREIGN EXCHANGE Regulations (Amendment) Bill, 1964, published last September, has recently passed through the Indian Parliament and is now awaiting the President's assent.

The Bill prohibits unauthorized dealings in foreign exchange, and confers additional powers on enforcement officers in regard to search and arrest of persons, confiscation of premises, and summoning of persons to give evidence.

The Bill also gives the Reserve Bank of India powers to control and regulate the appointment of foreign companies or branches of companies as the agents or advisers of companies in India, a field in which hitherto the India authorities have not had specific powers to deal with abuses.

The Finance Minister has, however, given an assurance that this amendment will have no retrospective effect and so will not interfere with existing contracts.

Further information may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2280 or 2277).

MALAYSIA (SINGAPORE)

Import control

THE BOARD OF TRADE have been informed by cable from Singapore that with effect from January 20, 1965, the importation of mosquito coils and wire nails from any country (including the Malaysian Territories) must be covered by specific import licences approved by the Imports and Exports Control and Registration Department. However, goods manufactured in Malaysia or of Malaysian origin are not subject to this measure of import control, but the importation of such goods must be supported by documentary evidence showing the country of manufacture or origin of the goods.

Specific import licences are now required for the said goods imported by sea, air, road or rail, and will be restricted, wherever applicable, to import quotas to be issued by the Department.

Import quotas will be issued as follows and for a period of three months commencing January 20, 1965 in the first instance: (a) mosquito coils, 100 per cent of proved imports for 1963; and (b) wire nails, 25 per cent of proved imports for 1963.

Applications for import quotas must be supported by documentary evidence of imports for 1963. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (customs) copy of relevant inward declarations and relevant invoices for 1963 will serve as proof of imports for the said

(*Continued on next page*)

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MALAYSIA, *continued*

year. Proof of imports from the States of Malaya will be by way of copies of Malayan customs declarations.

Letters of credit for the said goods must not be established and orders for such goods must not be placed with suppliers, unless an appropriate import licence is first obtained from the Department authorizing the importation of the goods.

Goods already afloat or for which irrevocable letters of credit were established before January 20, 1965 will be permitted import, but such consignments will be held against the importers' quotas. but such consignments will be held against the importers' quota. If such consignments exceed an importer's quota, the excess quantities will be debited against his quota for the following period or periods.

Import licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions: (1) the goods pending re-export, shall be stored in the godowns of the Port of Singapore Authority, and (2) the goods shall be re-exported within the period specified in the import licence.

Existing import licences for these goods are hereby revoked unless the licences are covered by irrevocable letters of credit established before January 20, 1965.

Importers who have already established irrevocable letters of credit for any of the said goods should produce to the Department, within seven days of this notice, documentary evidence of the establishment of such letters of credit.

Import licensing regulations

THE BOARD OF TRADE have been informed by cable from Singapore that from January 15, 1965, the quota on the imports of filament electric bulbs of 15-200 watts for domestic lighting from any country (including the Malaysian territories) will be reduced from 50 per cent of an importer's proved imports for 1963 to 5 per cent.

Import licences will be issued, on application, for the three-month period commencing January 15, 1965.

Letters of credit for the above-mentioned goods should not be established unless an appropriate import licence has been first obtained to authorize the import of specified consignments.

A previous notice on this subject was published in the *Board of Trade Journal* of October 23, 1964, page 926.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that subject to representations made in writing to the Minister of Commerce and Industry before February 20, it is proposed to declare the following industries and products to be pioneer industries and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Manufacture of electrical appliances	(A) Vacuum cleaners
(B) Manufacture of electrical industrial equipment	(B) Fractional horse-power motors
(C) Manufacture of fabricated structural shapes	(C) Slotted steel angle

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital investment in Malaya.

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Manufacture of compressed and liquefied gases	Hydrogen
(B) Manufacture of prepared animal feed	Bone meal Blood meal Fish meal Shell meal

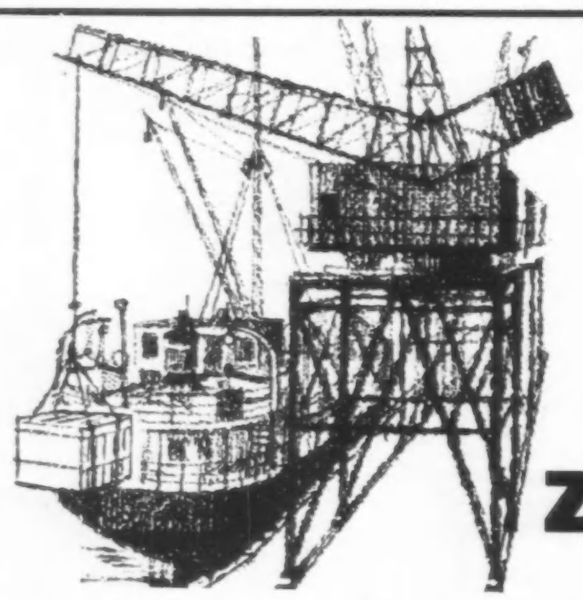
The proposal to designate these products was announced in the *Board of Trade Journal* of December 4, 1964, page 1249.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627), quoting reference 1236/4/G.

Air mail to New Caledonia

THE GENERAL POST OFFICE announce that insured letters and boxes may be sent by air mail to New Caledonia from January 20. The maximum insured value will be £350.

Further information may be obtained from any Post Office.



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ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decrees Nos. 7737 of October 2, 1964, and 9782 of December 2, 1964, add the following items to the lists attached to Decree No. 5439/59:

Decree No. 7737

Tariff No.	Item	List
4744 bis	Terpene-modified phenolic resin	5
4377	Solvent consisting of toluene with small quantities of xylene	5
4280	Dimethisterone	2
4242	Partially polymerized soya oil	3
4744 bis	Semipolymerized, heat-stable, synthetic resin (polymer of acrylamide)	5
4372	Aqueous solution of gum lac and sodium chromate ('Cold-Top Chemco')	5
4556	Solution of the sodium salt of a sulphated fatty acid and gum lac, in a solvent with the properties of diethylbenzene ('Micromix-O-Add-O-Sol')	5
4280	Dexamethasone 21-palmitate	2
4693	Aqueous ammoniacal solution of gum lac and sodium chromate ('Cold-Top Chemco')	5
2110	Pebbles, spheres of approximately 11·5 mm. diameter composed of aluminium oxide	5
4271	Powder consisting of the sodium salt of an alkylnaphthalene-sulphonic acid of high molecular weight ('Setamol WS')	4
4665	Mixture based on phosphoaminolipids ('Colorol')	3
4280	*'5. metil-5. n-propil-2. (p. tolil)-1, 3, 2. dioxoborano'	2
1679	Mixture of silicon (44-48%), magnesium (8-9·5%), cerium (0·5-0·7%), and the rest of iron ('Moduloy 8C')	4
4823	Homogenous emulsion, enteric coating, composed of vegetable resins (gum lac specially purified for pharmaceutical use, composed of aleuritic acid 33·5%, lacolic lactone 29·2%, querolic acid 6·0%, and insoluble unsaponifiable polymers (31·3%) ('McNeil Enteric Solution')	3
4737	α-Chymotrypsinogen	4
4280	*Hidrato de (4¹. (N.(N. bencimidazolena)-delta 3, 4. tetrahidropiperidina-4. fluor)-butirofenona (Dehidrobenzoperidol o 'R-4749')	2
4744 bis	Solution of a butadiene-styrene resin in xylene and *iso*propyl alcohol, being a synthetic thermoplastic material, requiring previous dilution for its application, and not capable of being considered a volatile varnish ('Buton 300')	5
4280	Oxethazaine hydrochloride	2
4280	Norethisterone acetate	2
4284/5	3-Chloropropane-1:2-diol	3
4280	1-(3:3-Diphenylpropyl)hexahydroazepine hydrochloride ('Hexadifan')	2
4280	*Clorhidrato de dl (1. bencil-4. (2″, 6′. dioxo-3′, fenil) piperidil)-piperidina ('Dioxantrin')	2
4271	Chloramine T ('Halamid')	2
4315	Liquid solution in petroleum hydrocarbons of a mixture of saponifiable substances, being amines and esters of phthalic acid; the product being without surface-active properties ('Visco R-1405')	5
4662	Product, in irregular pieces, having the properties of a esterified derivative of lanolin ('Usolan')	4
4242	White paste, composed of zinc and calcium soaps (30% and vegetable oil (70%)('Advastab CZ11')	5
4647	*Metil-ioduro de (2, 2.difenil-4. hexametilenimino)-butiramida (Metilhexamida)	2
4280	*17.etinil-3, 17.dihidroxi-3, 17.diacetato)-4. androstana (Diacetato de etinodiol)	2
4280	*Tioester beta. dietilamino-etil del acido difenilamino-carboxilo o difenilamino sulfocarboxilato de (beta.dietilamino-etilo) (Rispasulf base)	2
4280	*Producto derivado de la condensacion del acido 1, 5.naftalen-disulfonico con el tioester beta. dietilamino-etil del acido difenil-amino-carboxilico o difenilamino sulfocarboxilato de (beta. di-etilamino-etilo) (Rispasulf)	2
5063	Germ-free biosynthetic concentrate, composed of lactic acid, glutamic acid, alanine cystine, methionine, lactose, calcium lactate, riboflavin, pantothenic acid, *p*-aminobenzoic acid, folic acid and vitamin B_{12} ('Hylak Forte Drops')	2
4771	Semifluid paste consisting of fatty substances, rosin, an artificial organic pigment (aniline colour), a small amount of an emulsifying agent and water, in organic solvents ('Cristal Si-Re-Mark')	5
4744 bis	Solution of a compound consisting of synthetic resins (polyvinyl chloride and phenoplast types), a synthetic rubber (butadiene type) and a plasticizer derived from phthalic acid, in butanone ('Placco SH381')	5
4280	*Clorhidrato de o. (beta.dietil-aminoetoxi)-fenilpropiofenona (Dialicor)	2
4744 bis	*Resina de fenil-terc-butil-amino (Ionamina)	2

* Reproduced in the original Spanish as this chemical cannot be identified.

Decree No. 9782.

Tariff No.	Item	List
4271 38-19-01-02	Product, in lumps, with the properties of sodium trichloroacetate ('Romazol Salt FD')	2
4755 27-13-05-00	Mixture of paraffins (90%) and waxes (10%)	5
4744 bis 39-02-05-10	Aqueous solution of polyvinyl alcohol with a small amount of polyvinyl acetate	5
4709 29-01-02-18	Fluoranthene	3
4885 29-24-27-00	Chloral betaine	3
4317 29-13-08-05	16-17:Dimethoxybenzanthrone	2
4317 29-35-42-11	*Dibenzo-pireno-quinona	2
4317 29-26-01-04	4:5′-Dibenzamido-1:1′-dianthrimide	2
4317	4:4′-Dibenzamido-1:1′-dianthrimide	2
29-26-01-04 4247/9	Mineral oil (94%) with organic sulphur derivatives, for heat transfer ('Mobiltherm Oil')	3
27-10-06-04 4428	Powder composed principally of sodium hydrogen carbonate (99% by weight) and a small amount of calcium stearate (1% by weight), used as a charge for fire extinguishers	3
38-19-01-15 4744 bis	Solution in organic solvents of an alkyd resin modified with drying oils and a vinyl resin, not having the character of a varnish ('Becadryl 8W')	5
39-01-03-99 4744 bis	Ditto . . . ('Becadryl 75')	6
39-01-03-99 4383	Sulphamethoxypyridazine bismuth chelate ('Sulfabismuth')	2
29-36-06-00 4744 bis	*Liquido que presenta los caracteres de un pentacloro-dienilo (material o resina sintetica plastica)	5
39-19-01-14 4280	*Flagly suspension quimicamente: (Benzoiloxi 2, etil) 1. motil-2-nitro-5 limidazol	2
29-35-07-10		

* Reproduced in the original Spanish as this chemical cannot be identified.

Argentine Government Decrees Nos. 7738 and 7739 of October 2, 1964, and 9901 of December 4, 1964, modify as follows the lists attached to Decree No. 5439/59:

Decree No. 7738.

Tariff No.	Item
	Include in List 3 (40% surcharge):
4788 bis	2-*iso*Propoxyphenyl methylcarbamate, in not less than 50% concentration.
	Include in List 3 (40% surcharge):
5064	Injectable solution of dimercaprol in mani oil, with 10% benzyl benzoate, in ampoules.
	Exclude from List 3 (40% surcharge):
4788 bis	Azinphos-ethyl, wettable powder, in not less than 40% concentration.
	Include in List 3 (40% surcharge):
4788 bis	Azinphos-ethyl, wettable powder, in not less than 25% concentration.
	Include in List 3 (40% surcharge):
4587 bis	*N*-3:4-Dichlorophenyl-*N*-methoxy-*N*-methylurea in not less than 50% concentration.

Decree No. 7739.

Tariff No.	Item
	Exclude from List 2 (20% surcharge):
4844	Lymecycline.
	Include in List 5 (150% surcharge):
4844	Lymecycline.
	Include in the exclusions from List 2 (20% surcharge):
4844	Neomycin and neomycin sulphate.
	Include in List 4 (100% surcharge):
4844	Neomycin and neomycin sulphate.
	Include in the exclusions from List 2 (20% surcharge):
4280	Vitamin B12.
	Include in List 8 (80% surcharge):
4280	Vitamin B12.

Decree No. 9901.

Tariff No.	Item
	Exclude from List 7 (200% surcharge):
4788 bis	DDT, formulated or not.
	Include in List 5 (150% surcharge):
4788 bis 29-02-01-05	DDT, formulated or not.
	Exclude from the exclusions from List 2 (20% surcharge):
4647	Acetamidotri-iodobenzoic acids and their salts, compounds and derivatives, with the exception of the methylglucamine salt of iodipamide and of sodium diatrizoate.
	Include in the exclusions from List 2 (20% surcharge):
4647 29-25-02-54	Acetamidotri-iodobenzoic acids and their salts, compounds and derivatives, with the exception of the methylglucamine salt of iodipamide, of sodium diatrizoate; *N*-methylglucamine diatrizoate.
	Include in List 2 (20% surcharge):
4823 39-01-04-14	Synthetic resins based on cyclanic ketones.
	Include in List 8 (80% surcharge):
4284/5 29-04-02-05	*iso*Propyl alcohol, pure.
	Include in List 3 (40% surcharge):
4788 bis 38-11-01-01	Ethion in not less than 40% concentration.

(*Continued on next page*)

Hints to businessmen visiting Colombia

A REVISED edition of the booklet on Colombia has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

ARGENTINA, *continued*

Further modifications to import lists

ARGENTINE GOVERNMENT DECREE No. 8204 of October 21, 1964, adds the following items to the lists attached to Decree No. 5439/59:

Tariff No.	Item	List 0
4744 bis 39-01-02-05	Solid product, with the properties of a heat-stable, semi-polymerized synthetic product, resulting from the condensation of formaldehyde and modified urea ('Kaurit W paste')	5
4556 38-19-01-14	Powder composed of starch esters, sodium chloride and sodium sulphate ('Thickener KL')	5
4744 bis 39-02-04-11	Aqueous solution of semipolymerized synthetic resins, consisting of ammonium polyacrylate and an aminoplast ('Terapret AM')	5
4744 bis	Pasty mass composed of polyacrylic acids, water and a small amount of ethanol, being a synthetic thermoplastic material ('Glue T-8, type 1211-C')	4
4755 38-19-01-05	Liquid with the properties of a nitrogenous heterocyclic compound (compound of pyridine) ('Eulysin L')	2
4271 38-19-01-14	Powder composed of sodium dithionite (38·4%), sodium metabisulphite (28·3%), sodium sulphate (16·0%), sodium thiosulphate (10·8%), and the remainder of water ('Burmol')	5
4846 38-19-01-12	Powder composed principally of sodium sulphite (84%), the sodium salt of an organic amino acid and a small amount of a phthalic derivative ('Neutrigan')	4
4744 bis 39-02-05-11	Solid product, in pieces, with the properties of a synthetic thermoplastic resin derived from terpenic hydrocarbons ('Piccolyte')	2
4744 bis 39-02-05-12	Product, in pieces, with the properties of a synthetic thermoplastic resin derived from petroleum hydrocarbons (olefinic and diolefinic monomers) ('Piccopale')	3
4744 bis 39-02-05-13	Stabilized aqueous suspension of a synthetic thermoplastic material with the properties of a resin derived from petroleum hydrocarbons, in which aromatics are also present ('Piccopale A-15')	3
4744 bis 39-02-05-14	Ditto . . . ('Piccapale A-22')	3
4744 bis 39-02-05-15	Product with the properties of a synthetic thermoplastic material, being a resin derived from aromatic hydrocarbons obtained by petroleum cracking ('Piccodiene 2215S')	3
4744 bis 39-02-05-16	Ditto . . . ('Piccodiene 9215')	3
4317 29-35-42-10	C.I. Vat Blue 4 (C.I. 69800)	2
4885 29-26-02-14	Hexamine hippurate	2
4775 38-19-01-14	Aqueous emulsion containing quinoline, chlorinated solvent, ethanol and small amounts of hydrochloric acid, sulphuric acid and an emulsifying agent (A.C.P. Rodine 82')	5
4271 38-19-01-14	Powder composed of sodium ascorbate, 71%, and sodium dithionite 29% ('Isona D')	5
4844 29-44-10-99	Cephalothin powder	2
4744 bis 39-02-05-18	Pieces composed of a synthetic thermoplastic polyurethane ('Daltoflex 1')	3
4882 29-31-02-08	3:5-Dichloro-4'-fluoro-*NN'*-diphenylthiourea	2
4315 29-24-12-00	*Cloruro de (N.(4. terc. butil-2, 6.dimetil)-fenil) N. dodecil-N. dimetil)-amonio o cloruro de (N.4 terc. butil-fenil-6. metil-fenil-2. metilen-fenil-N. dodecil-N. dimetil)-amonio (B.T.388)	3
4280 29-39-06-39	6∝-Fluoro-11β-17∝:21-trihydroxypregna-1:4-diene-3:20-dione	2
4280 29-39-06-40	6∝: 9α-Difluoro-11β:17∝: 21-trihydroxy-16α-methylpregna-1:4-diene-3-20-dione 21-pivalate	2
3861 39-03-02-20	Colourless laminates of cellulose acetate, bearing on one side a network printed in black or white	5
4587 bis 38-11-04-02	Paraquat di(methyl sulphate)	3
4271 28-29-02-00	Aqueous solution of zinc fluoroborate	5
4280 29-39-06-39	Betamethasone 17-valerate	2
1685 57-07-99-00	Ramie fibre impregnated with a waxy substance	4

* Reproduced in the original Spanish as this chemical cannot be identified.

Prior deposit for imports

HM EMBASSY at Buenos Aires report the issue of Argentine Central Bank Circular No. R.C. 202 of January 8, 1965.

Under the terms of this Circular goods imported into Argentina are subject to a prior deposit in pesos equivalent to 100 per cent of the cost and freight value of the goods. The deposit must be made in a local Argentine bank. The deposit is retained for a period of not less than 180 days.

The measure is to be effective from January 11 to April 30, 1965, inclusive. A number of goods are exempt from the provisions of the Circular including imports made by Government Departments, goods in transit to Argentina (afloat), goods covered by irrevocable documentary credits opened up to January 8, imports subject to concessions under the Latin American Free Trade Association, and capital goods imported in accordance with the regulations established by Circular R.C. No. 196 (see the *Board of Trade Journal* of January 22, page 188).

The following goods are specifically exempted from the provisions of this Circular:

Tariff No.	Item
140	Pedigree eggs for poultry breeding.
231	Kenaf seeds, for sowing, only.
231	Pine seeds, for sowing, only.
231	Sugar beet seed, for sowing only.
231	Saflower (Cartamo) seed for sowing.
252	Pedigree Queen bees for breeding.
253	Fur-bearing animals for breeding (Mink).
254	Pedigree asses for breeding.
256	Pedigree birds for breeding.
258	Pedigree goats for breeding.
260	Pedigree rabbits for breeding.
261	Pedigree horses for breeding.
262	Pedigree mares for breeding.
267	Pedigree rams for breeding.
268	Pedigree ewes for breeding.
273	Pedigree hogs for breeding.
276	Pedigree bulls for breeding.
276-7	Pure pedigree bulls and cows for breeding for all beef breeds and zebus.
—	Frozen and pre-frozen semen of pedigree producers of all cattle and zebu breeds.
277	Pedigree cows for breeding.
278 (d)	Charolais breeding cows, cross bred or not inscribed.
640	Orthopaedic hand control for motor vehicles.
1389	Coal.
1391	Coke.
1678	Iron ore.
3885	Printed books, in general.
3889	Newsprint, in rolls or reams.
4750	Aviation spirit.
4750	Liquefied gas (hydrocarbons, propane and butane).
4750	'Gas incoloro con caracteristicas y constantes quimicas determinadas, que corresponden al isobutileno (buteno 2 o dimetiletileno o betabutileno).
4751	Fuel oil.
4752	Diesel oil.
4753	Gas oil.
4754	Kerosene.
4757	Petroleum.
4844	Vaccine against poliomyelitis, Salk type.
4844	Oral anti-poliomyelitis vaccine, sabin type and similar products which have the approval of the Argentine Ministry of Health.
5199	Cobalt bomb, Caesium bomb, their spares and accessories.
5199	Artificial arteries and veins of polyester resin tissues for arterial prostesis ('Unigraft,' 'Ethigraft,' 'Dacron,' 'Mersilene,' 'Unilab,' and other types).

CHILE

Reduction of customs duty

IT HAS BEEN reported by HM Embassy in Santiago that the Chilean Ministry of Finance has announced in Decrees No. 5330 and 5323

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that manure loaders, automatic feeding apparatus, to supplement milking plants, have been included among the agricultural machinery which may be imported free of customs duties and other customs charges under the provisions of Decree No. 11,206 of December 28, 1950.

Exchange regulations

THE EXECUTIVE COMMITTEE of the Central Bank of Chile has ruled that, in respect of imports approved later than December 23, 1964, alpaca wool may be added to the list of items which are subject to higher percentages of prior deposit than 62 per cent but are eligible for forward contracts.

Group	Item	Percentage of prior deposit
10	Alpaca wool	70

The Executive Committee of the Central Bank has ruled that forward exchange contracts may now be made for all goods which are covered by bills of lading dated up to 120 days prior to March 31, 1964.

Import regulations

THE EXECUTIVE COMMITTEE of the Central Bank of Chile has ruled that with effect from January 1, 1965, importers, on submitting applications for registration of their orders, must include details of (a) the amount and value of their imports under the same heading (i.e. item on the Permitted Import List) during the preceding calendar year, and (b) the amount and value of their imports under the same heading during the current year.

GUATEMALA

Shipping documents

HM CONSULATE in Guatemala City reports that, by an Order of December 31, 1964, effective from January 4, 1965, the Guatemalan authorities have put into effect the provisions of a Ministerial Order of December 23, 1963, which had been held in abeyance for the most of 1964 as a result of the amendments to the Customs Code published in Guatemala in February, 1964 (see *Board of Trade Journal* of March 13, 1964 pages 605/6 and May 29, 1964, page 1201); the Order of December 23, 1963 provided for the acceptance by the Guatemalan Customs authorities as good anomalous documents in the following conditions:

(a) for the presentation of Certificates of Origin not bearing Consular signature, without indication of origin, or without the signature of a Chamber of Commerce representative, a surcharge equal to 100 per cent of the duties to be levied in the case of merchandise from countries subject to the 100 per cent surcharge provided in the balance of trade legislation,
(b) in other cases, and where merchandise is exempted from the 100 per cent surcharge on the Customs duty by other provisions, the surcharge for acceptance is reduced to 10 per cent of the Customs duties, and
(c) for other errors, irregularities, etc., a surcharge of 1 per cent of the Customs duties will be applied.

VENEZUELA

Abolition of import subsidy payments for certain essential goods

BY VENEZUELAN DECREE No. 244, effective on December 30, 1964, the system of import subsidy payments (see *Board of Trade Journal* of March 6, 1964, page 543) for importers of certain essential goods has been abolished, except for the following products:

Tariff No.	Description
022-02-02-1	Skimmed or partly skimmed powdered milk
041-01-00	Wheat and unground spelt wheat

The Decree will not be applicable to those imports previously included in the subsidies payment list provided they are covered by Consular invoices dated on or before December 30, 1964, but application for payment of the subsidy in such cases must be made before March 31, 1965 irrespective of the terms of payment for the goods in question.

Head Office: Geest Industries Ltd., Spalding, Lincs.
Tel: Spalding 3901. Grams: Geest, Telex, Spalding. Telex 3235.
Port Offices: No.2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428.
No. 2 Shed, Albert Edward Dock, Preston, Lancs. Tel: Preston 29261, Telex 67642.

Agents: Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, E.C.3. Tel: Mincing Lane 3100. Telex 28424 · Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 20044. Telex 47633. · A. H. Seale & Company Limited, St. Martin House, Bull Ring Birmingham 5. Telephone: Midland 9051

UNITED STATES

Investigation into imports of watches and watch movements

THE UNITED STATES Tariff Commission is continuing its preliminary inquiry into a complaint filed with them alleging unfair methods of competition and unfair acts in the importation and domestic sale of watches and watch movements. This inquiry was originally reported in the *Board of Trade Journal* of May 22, 1964, and the later granting of a 60-day period by the Tariff Commission 'in which the compainants may submit an amended complaint, or in the event the complainants take issue with any of the tentative conclusions, to submit in detail the basis for their objections' appeared in the *Board of Trade Journal* of November 20, 1964.

An amended complaint has been submitted and the Tariff Commission will determine during this preliminary inquiry (a) whether the institution of an investigation under the provisions of Section 337 of the Tariff Act is warranted and (b) whether the issuance of a temporary order of exclusion from entry is warranted.

Information submitted by interested persons pertinent to this preliminary inquiry will be considered by the Tariff Commission if it is received not later than February 5, 1965. Such information should be sent to the Secretary, United States Tariff Commission, 8th and E Streets, N.W., Washington, D.C., 20436. A signed and nineteen true copies of each document must be filed.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877. Ext. 2630).

Special Customs Invoice

THE UNITED STATES Bureau of Customs has revised the Special Customs Invoice (Customs Form 5515). This Special Customs Invoice is required generally in all cases where the rate of duty is based upon or regulated by the value of the goods (goods subject to *ad valorem* rates of duty), and the price or value of the shipment exceeds $500.

The revised invoice form incorporates two new questions. One relates to costs of 'assists' (i.e. – dies, moulds, tooling, printing plates, patterns, drawings, blueprints, artwork, engineering work, design and development, financial assistance) involved in the production of the goods and *not included* in the invoice price. The other question refers to United States anti-dumping law and requires the furnishing of a statement or of details explaining any difference in the home consumption price and the price for export to the United States. The revised form is otherwise the same as the present form.

The revised form is now in effect but its use is not required until July 1, 1965, from which date, however, the old form will not be acceptable. A copy of the revised form can be obtained from the Special Consular Services Section, American Embassy, Grosvenor Street entrance, Grosvenor Square, London, W.1. Additional copies will be obtainable from the American Embassy when a further supply becomes available.

Inquiries about this notice may be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2420).

Safety standards for seat belts for use in motor vehicles

AS REQUIRED by Public Law 88-201 approved on December 13, 1963, the United States Secretary of Commerce has prescribed and published 'Standards for seat belts for use in motor vehicles'. These standards became effective on December 11, 1964. The standards are essentially the same as Society of Automotive Engineers Standard 54b, Motor Vehicle Seat Assemblies, approved November 19, 1964, and published by the Society of Automotive Engineers, 485, Lexington Avenue, New York NY, 10017. On and after December 12, 1965, seat belts including *imported* seat belts *must* conform to these standards. However, prior to June 1, 1965, it is intended to add additional requirements to the standards, including requirements for non-ferrous corrosion and cracking of hardware, and performance of retractors in a dusty environment. The proposed additions will be published for public comment on or about April 1, 1965.

Inquiries regarding this notice should be addressed Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

CANADA

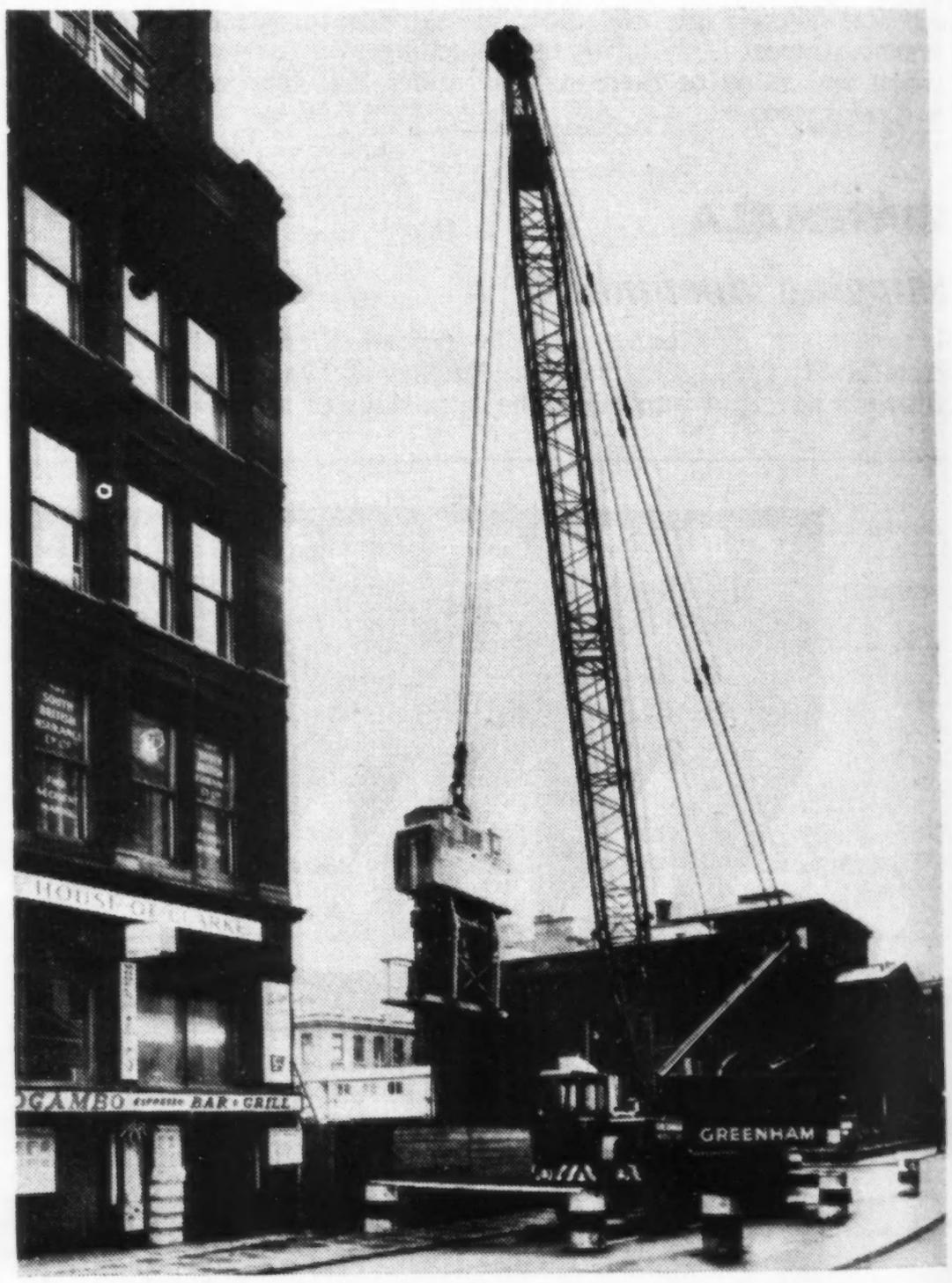
Tariff Board Hearing on equipment for hospitals and other institutions

AN ANNOUNCEMENT about the Canadian Tariff Board Hearing on equipment for hospitals and other institutions was published in the *Board of Trade Journal* of September 18, 1964, page 655. The Canadian Tariff Board has now given notice that the public hearing will be held at 219 Argyle Avenue, or at such other place in the City of Ottawa as may be designated by the Board, commencing on Monday, September 20, 1965, at 10 a.m.

Proposals concerning the wording of tariff items and the rates of duty or for the retention, amendment or deletion of existing items and rates of duty should be filed with the Board not later than Friday, April 30, 1965.

Briefs or submissions containing facts and arguments supporting, opposing or relating to such proposals should be filed with the Board not later than Friday, June 25, 1965.

Two hundred and fifty (250) copies of the proposals and of briefs or submissions should be filed with the Secretary, Tariff Board, Ottawa 4.



Driving 150 piles of 32 and 35 feet lengths while making no more noise than the sound of a motor car engine ticking over. The Taywood silent pile driving system, first of its kind in the world and evolved after three years of research by Taylor Woodrow Construction Ltd., had completed its first 1,500 tons of piling by the year end (1964) following its introduction to United Kingdom constructional sites in September 1963. The system is also available internationally. The Taylor Woodrow group already do business with over 100 countries.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D5/125 of January 12, 1965 (*Nederlandse Staatscourant*, No. 7, of January 12), contains additions (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under the terms of this Order may not be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The Order came into force on January 14, 1965

ADDITIONS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)	OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)
ex 29.16 A VII a	Desoxycholic acid . . .	15	10	1·6	1·6
45.01	Natural cork, unworked, crushed, granulated or ground; waste cork	18,000	20,000	Free	0·5
73.01 B II b	Haematite pig iron and cast iron containing 1·5% or less by weight of manganese, except that exclusively made using charcoal and containing not more than 0·07% by weight of phosphorus, and not more than 0·03% by weight of sulphur .	4,375*	10,000	5	5
73.01 C II	Phosphoric pig iron and cast iron containing more than 1% by weight of silicon . . .				
76.01 A	Unwrought aluminium . .	10,800†	10,000	5	5
77.01 A	Unwrought magnesium . .	160	160	Free	Free

* Quota for the period from February 15, 1964, to December 31, 1964 (inclusive).
† Quota for the period from December 1, 1963, to December 31, 1964 (inclusive).

A previous notice on The Netherlands import duty tariff quotas was published in the *Board of Trade Journal* of January 22, 1965, page 185. This notice contained a consolidated list which superseded the list of goods in earlier notices on The Netherlands import duty tariff quotas published in the *Board of Trade Journal* during 1964.

SPAIN

Duty-free quota of coking coal

IN THE *State Gazette* of January 5, the Spanish authorities announced the establishment of an annual duty-free import quota for coking coal for steel works. The quota will be fixed annually by the Minister of Commerce and will be subject to revision after the first six months of each year.

The quota for 1965 has been fixed at 1,200,000 tons and licences will be issued by the Ministry of Commerce.

ITALY

Restrictions on credit

THE ITALIAN GOVERNMENT have passed a Law, which came into force on January 16, requiring payments for all imports to be made within 90 days.

This supersedes the Decree passed in February 1964 which introduced payment after 30 days for imports of certain categories of consumer durable goods (see *Board of Trade Journal* of May 15, 1964, pages 1092/3).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

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BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of December 29, 1964 (*Moniteur Belge,* No. 8, of January 13, 1965), contains a *consolidated* list of goods (reproduced below) to be admitted free or at a reduced rate of import duty *during* 1965, up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under a duty tariff quota may *not* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force on January 1, 1965

(1) Tariff No.	(2) Description of Goods	(3) Annual Quota (Quantity: Metric tons)		(4) Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)	OLD (Prior to Jan. 1, 1965)	NEW (From Jan. 1, 1965)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg.	420*	221	6	2·4
45.01 A, B	Natural cork, unworked, crushed, granulated or ground; waste cork	1,000	1,200	Free	0·5
45.02 B	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers), not reinforced with paper, fabric or other materials	22	25	1·8	1·8
73.01 B II b	Haematite pig iron and cast iron containing 1·5% or less by weight of manganese, except that exclusively made using charcoal and containing not more than 0·07% by weight of phosphorus, and not more than 0·03% by weight of sulphur	17,500†	24,000	5	5
73.02 C	Ferro-silicon	13,000	11,200	Free	Free
73.02 E I	Ferro-chromium	5,600	3,700	Free	Free
73.05 A	Iron and steel powders	1,020	1,300	2	2
ex 73.08 A	Iron or steel coils for re-rolling, plated with alloy steel (not predominating in weight), the latter containing less than 0·6% by weight of carbon and more than 10% by weight of chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ('decapees'), of a width of more than 900 millimetres exclusive to 1,300 millimetres inclusive, and of a thickness not exceeding 6 millimetres	200‡	200§	Free	Free
ex 73.15 A IV b	High carbon steel wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 6 millimetres, containing at least 0·62% but not more than 0·85%	3,000‡	4,000§	Free	Free
ex 73.15 A IV b	High carbon steel wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 13 millimetres, containing by weight at least 0·60% but not more than 1·05% carbon; at least 0·10% but not more than 0·25% silicon; 0·05% or less of phosphorus and sulphur taken together; 0·10% or less of other elements taken together, except manganese	500*	500§	Free	Free
ex 73.15 B III a	Coils for re-rolling of alloy steel, containing by weight less than 0·6% carbon and more than 10% chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ('decapees'), of a width of more than 900 millimetres exclusive to 1,300 millimetres inclusive, and of a thickness not exceeding 6 millimetres	1,300‡	1,300§	Free	Free
76.01 A	Unwrought aluminium	13,500**	26,000	5	5
77.01 A	Unwrought magnesium	420	450	Free	Free

* Quota for the first half of 1964.
† Quota for the period from February 15, 1964, to December 31, 1964 (inclusive).
‡ Quota for the second half of 1964.
§ Quota for the first half of 1965.

** Quota for the period from December 1, 1963, to December 31, 1964 (inclusive).

Notes:
(1) The Import Duty Tariff Quotas are applicable to imports from EEC countries as well as to imports from Non-EEC countries of the goods specified against the tariff heading 45.01 A, B in the above-mentioned list.
(2) This consolidated list supersedes the list of goods in earlier notices on the Belgo-Luxembourg Economic Union Import Duty Tariff Quotas published in the *Board of Trade Journal* during 1964.

10,000 PAIRS OF SHOES FOR BRUSSELS

Ten thousand pairs of shoes were delivered in Brussels recently within 24 hours of leaving their Bristol factory. The 11½ tons of SuperTuf shoes, worth £30,000, are the company's largest export order to date. Speed was essential to meet the deadline. Two vans left the manufacturer's factory in the early hours of January 13, to drive to Tilbury, pass through Customs, and on to the Transport Ferry Service's m.v. 'Gaelic Ferry'. Docking at Antwerp at 2 a.m. next day, they were delivered to the customer in Brussels soon after breakfast.

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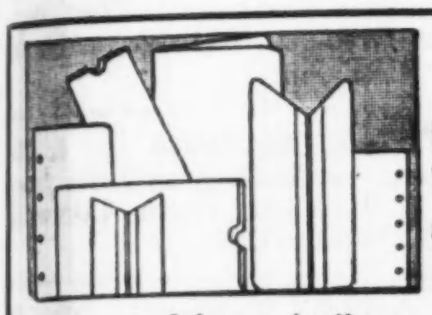

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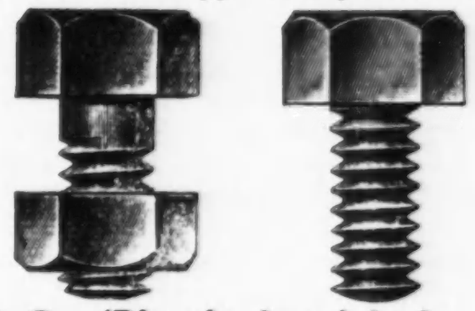

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Regional Organization of the Board of Trade

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Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788.)
R. Wood.

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

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Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
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South Western Region
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Code: OBR 2. 294821. Telex No. 44214.)
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Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
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Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C2. (Tel. Glasgow City 2855. Code: 041. CITy 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
C. J. A. Whitehouse, O.B.E.

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Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Catering trades turnover (M)	15 Jan. 1965
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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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